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AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLV No. 6

APRIL, 15, 1927

Per Copy 20c

PAINESVILLE NURSERIES

April business as usual,—maybe a little better.

It is harder now to get off hurry-up wholesale orders than it was earlier, but we are keeping up fine, and can promise very satisfactory service.

Every lot of stock we had is broken into heavily, you understand, but with a big original inventory, we are still able to take on most orders that come.

We still have unsold a splendid line of 2-year field grown Hardy Climbers in all good varieties, and a fairly wide selection in other classes of Roses. Plenty of Fruit Trees yet in all the most called for varieties. Perennials have really just commenced to move; but Shade Trees, Evergreens, and Deciduous Shrubs are dwindling.

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We can deliver some of the lately scarce evergreen shrubs. If interested, you should order at once, for supply distributes quick as soon as they are set out in plain sight.

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Ball Shaped,	16x16.	\$4.50
" "	18x18.	5.50
" "	20x20.	6.50
" "	22x22.	7.50
Bush	16x18.	1.50
Pyr.	28 inch	5.00
" "	30 inch	6.00
" "	32 inch	7.00



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RHODODENDRON—Catawbiense,	1 to 2 feet.....	\$20.00
	2 to 3 feet.....	30.00
	3 to 4 feet.....	40.00
	Maximum, 2 to 3 feet.....	25.00
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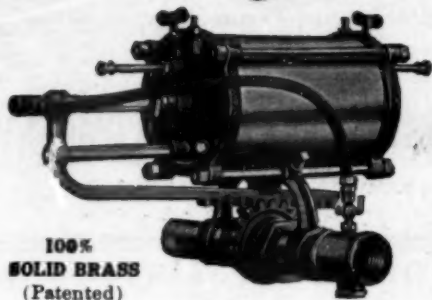
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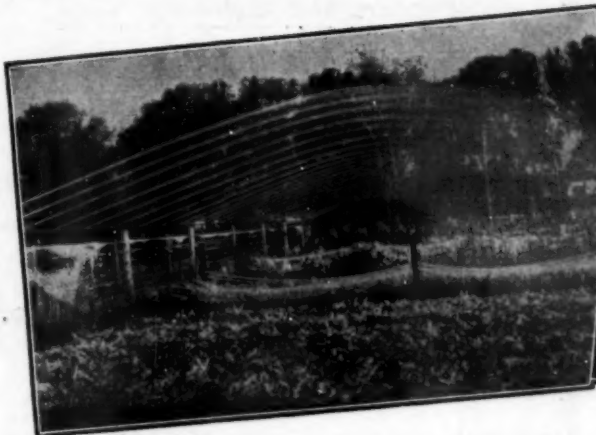
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WHO RELY UPON**



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(Patented)**

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**Automatic
Irrigation**



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5. **Patented Individually Screened Nozzles.** March's brass nozzle with brass nozzle with brass screen has practically eliminated the nozzle "plugging up" troubles of ordinary watering systems.

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**Before you Buy Irrigation Anywhere
At Any Price
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UPON ALL THESE 10 POINTS
Buy on This Basis and
YOU'LL BUY MARCH'S**

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March's famous triple guarantee expresses the absolute limit of confidence and sincerity ever placed on a manufactured product. Every part that enters March systems is guaranteed fully and completely. Every entire March System is guaranteed as a complete irrigating unit. And the irrigation service rendered by every complete March system is fully guaranteed. This means triple protection to you and is your full assurance of greatest profit and lowest cost.

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The Huntsville Wholesale Nurseries, Inc.,

1872 HUNTSVILLE, ALABAMA 1927

Chief Exponent of the American Nursery Trade

The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.

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ONE CAN only act in the light of present knowledge. Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

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AMERICAN NURSERYMAN---April 15, 1927

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copy less of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

30 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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We offer the following for immediate delivery:

500	Cornus alba sibirica (Coral Dogwood)	2-3 ft.
500	" " "	3-4 ft.
500	Weigela rosea (Pink weigela)	2-3 ft.
500	" " "	3-4 ft.
500	Forsythia Fortunei	2-3 ft.
500	Hydrangea pan. grand. (Hy. Peegee)	18-24 in.
500	" " "	2-3 ft.
600	Lonicera grand. rosea (Pink)	
1000	" morrowi (Morrow honeysuckle)	3-4 ft.
500	" tartarica alba (White Tartarian honey-suckle)	3-4 ft.
500	Rhus typhina laciniata (Shredded sumac)	4-6 ft.
1000	Viburnum dentatum (Arrowwood)	2-3 ft.
1000	" opulus sterile (Common Snowball)	18-24 in.
500	Populus eugenel (Carolina Poplar)	6-8 ft.
500	" " "	8-10 ft.

Roses

1000	Dorothy Perkins
1000	Excelsa
500	Cl. Baby Rambler
500	White Dorothy
300	Gruss an Teplitz
300	Gen. Jacqueminot
200	Frau Karl Druschki (Snow Queen)
200	LaFrance
100	Marshall P. Wilder

Write us for quotations on this stock—the prices are right.

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" " Aurea	4/6"	10.00
" " Squar. Veit.	3/5"	12.00
Taxus Capitata	3/6"	10.00
" " "	5/8"	15.00
" " Cuspidata	3/6"	10.00
" " "	5/8"	15.00
Thuja Compacta	4/6"	10.00
" " Douglasi Aurea	4/6"	12.50
" " Ellwangeriana	4/6"	10.00
" " Globosa (True)	4/6"	12.50
" " Boothi	4/6"	10.00
" " Nova	4/6"	12.50
" " Hoveyi	4/6"	10.00
" " Pyramidalis	4/6"	12.50
" " Vervaneana (Green)	4/6"	10.00
" " Warreana Plicata	4/6"	10.00
" " Woodwardi	4/6"	10.00

C. E. WILSON & COMPANY
Manchester, Conn.

NURSERYMEN

YOUR BUSINESS

will be better served in the future by the addition to our staff of

Mr. H. Lloyd Haupt

formerly with the Princeton Nurseries, Princeton, N. J., and latterly editor of the National Nurseryman, and contributor to the American Florist and the Seed Trade News, Chicago.

Fitted by education and experience not only to solicit your order or a catalog which will effectively represent you to your customers, but also to assist you, if necessary, in preparing the copy for that catalog, we regard Mr. Haupt as a distinctly valuable asset to our Horticultural service.

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AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLV

ROCHESTER, N. Y., APRIL 15, 1927

No. 6

EVERGREENS SUITED FOR PLANTING IN OKLAHOMA

By W. E. Rey, Oklahoma Nursery Co., Oklahoma City, Oklahoma

In bringing this subject to you I am combining both observation and experience for the last twenty years. In that time we have used many carloads of evergreens from both the North and South. Besides many of our home-grown evergreens as well.

Of these the Chinese arbor vitae are the most popular and more generally used, the juniper a close second. Of the many varieties of arbor vitae the Chinese Compact type, such as Baker's, Hill's, Chinese Compact Globe, and Bonita are the best green varieties. Aurea conspicua for golden pyramidal and Berkman's Golden for the dwarf type are the best liked and most in use. However, we have used several other varieties such as the common Chinese open type, the American, Siberian, Rosedale, Woodward's Globe, Texas Blue or Texana Glauca. For various reasons these later varieties are not so satisfactory as something sooner or later happens to them, such as out-growing their usefulness or dying off in July or August; our summer seems to be too much for them. In the Nursery row these evergreens seem to succeed well enough but after transplanting them as specimen or in groups, or in foundation plantings, there is where the dissatisfaction comes. We feel that it is up to the Nurserymen to grow and supply the varieties that will stand the test and give the most universal satisfaction.

Following the arbor vitae are the juniper family. Beginning with the *Juniperus virginiana*, and Red or Platt River cedar, these can be used for wind breaks. Hedge rows or single specimens are sheared to pyramidal columnar or globe shapes; these can not be excelled. The *Juniperus virginiana* glauca and *Juniperus scopulorum* are very hardy and are used very much when obtainable; these are the most ornamental junipers. The Irish juniper succeeds well, too, as an upright evergreen with its pleasing gray foliage, which makes it very ornamental. The *Juniperus pfitzeriana* is the most handsome and satisfactory of the low spreading prostrate types. Their distinctive grayish green color and irregular flat spreading habit makes them most desirable for terraces, low groupings or for foreground plantings. The Savin juniper is good, too; its spread and form differ from the *Juniperus pfitzeriana* and its color is a very pleasing rich green and for hardness it cannot be excelled. *Juniper excelsa stricta* or Spiny Greek, as it is better known, is a distinct variety of exceptional beauty, its glossy green foliage and many terminal spikes growing so close together make it one of the most desirable dwarf evergreens. These low growing junipers are in a class of their own and fill positions other plants outgrow or lack in quality. We have used other varieties of the junipers but do not like them so well, either on account of them turning so brown in the winter or their inability to stand our summer heat. We have used a great many of the following varieties of junipers in our work here, such as *Juniper canadensis*, communis, swedish and waukegan; with few exceptions these varieties have not been as satisfactory as the former. All varieties of juniper do best in sandy gravel soil and if the soil conditions are made ideal for them these later varieties give us better results. Our many kinds of

soil make a successful evergreen planting more of a study than is generally given; therefore, we recommend the varieties that are succeeding best under most all conditions.

The Austrian, Ponderosa, Scotch, and Mugho pines are always reliable. They transplant and grow well either as small trees or as specimens, except the Mughos, with which we have had considerable trouble as a small tree in the Nursery row. After the Mugho pine obtains a spread of from one to one and one-half feet it is easily transplanted. We have great faith in the future for the pines here, especially the above mentioned varieties. I think they will come in use more and more as we become more familiar with them. We are testing out at this time several of the Yellow pine and Long Leaf Southern pine which we secured from Southern Texas. These were taken up out of the woods, with balls of earth and of a dozen specimen all are still living and made a good growth last year. We have also used the White pine but did not find it very satisfactory. The quarantine on White pine blister rust has not affected us as the White pine has never, to my knowledge, done very well here.

The spruce and fir trees are very handsome and although we supply them when requested we do not recommend them for general use. Of the hundreds of Colorado Blue spruce that are planted annually here in the southwest there are less than 5% that live ten years and less than 10% that live for five years. So why sacrifice so many beautiful trees by bringing them to a climate where they do not grow. Of all the spruce used the Colorado and Koster's Blue spruce are most in demand and I will admit that it is hard to refrain from using them in our landscape work as their beauty stands out so strikingly; but how disheartening when a few months later their beauty begins to fade, the spines turn yellow and fall off and the tree dies a lingering death. Why pay such a price for the small per cent of these trees that do succeed.

For Oklahoma and the Southwest I think the Arizona cypress is going to fill a long felt want in a blue green evergreen. The greatest drawback has been transplanting them successfully as they do not make enough fiber roots to ball well, therefore, making them hard to transplant. But now that is being overcome by placing them in lath houses for ten days, out of the wind and sunshine until they recuperate from being dug. The best method of handling the Arizona cypress is to grow it in tin cans or pots then the roots become pot bound and are easy to transplant. I think the Arizona cypress will come in use more as they become better known because their beautiful silvery blue color makes them very effective as a specimen on the lawn or in a grouping where color is wanted. The Arizona cypress is of a natural pyramidal form with horizontal branches densely covered with soft blue green foliage and a pleasing fragrance all their own.

We have the Italian cypress that is satisfactory but not entirely hardy in zero weather; also the Monterey cypress lacks hardness. We have not had much luck with the Cedar deodora and Cedar of Lebanon;

perhaps we have not given them sufficient trial yet.

Usually the article that sells best is the one which we think most of, as a rule, but is not so in this case because we find that in order to keep the public interested continually, we must bring to their attention new varieties or something different or out of the ordinary. Yet it must grow with some degree of ease and be hardy because only a small per cent of our folk have patience with plants that are hard to grow. Others do not like all coniferous evergreens but rather like a variety so the broad leaf evergreen fills a very important place in this subject, as they have a good range in color, form and habit. Of the latter the *Ligustrum Amurense* or Amur River South privet we find very hardy, easy to grow and with a few shearings each year can be kept in any form desired.

Next come the wax leaf varieties of the *Ligustrum*, which are very useful in formal as well as informal groupings. *Ligustrum japonica* and Griffing's wax leaf varieties are being used more and more. We hope these *Ligustrums* will stand our Oklahoma winters, as we find them very satisfactory.

We find the *Euonymus japonica* and the variegated *eucynmus* with their golden and silver green foliage are very useful in a general evergreen planting or in a foundation planting with other evergreens.

Nandina domestica with its brilliant red and crimson foliage all winter and pretty clusters of small red berries in the fall makes them a very desirable new evergreen which promises to become very popular in landscape plantings. The *nandina* in the South is what the new red leaf Japanese barberry promises to be to the North and East.

Mehonia aquifolium does well here if placed in the shade or partial shade. Boxwood *scompervirens* does well if planted out in the open ground, but does not succeed in a box. We have been growing some photinia and Cherry laurel for several years and think very much of them. However they are still in the experimental state, as are several varieties of vitosporum and cotoneaster, which have come through fine with ten degrees above zero. But I am doubtful if all of them would go through zero weather without protection. *Abelia grandiflora*, another broad-leaf evergreen which we find to be a very hardy, free blooming shrub with small shiny leaves. It blooms in clusters of fragrant white flowers all summer. It is fine for borders or can be used in foundation plantings.

The *Magnolia grandiflora* is a broad-leaf evergreen tree. These grow to a height of fifteen to twenty feet and can be used as a specimen on the lawn, always very ornamental with shiny green leaves and bloom that is a wonder. Its an immense fragrant white flower and cannot be excelled by any flowering tree. The *magnolia* transplants best in the spring after freezing weather is past.

William P. Stark, of the Du Pont office, Wilmington, Del., has been in New Orleans and St. Louis and is now in Denver. He had an enjoyable time visiting relatives and old friends in Louisiana, Mo.

CHIEF POINT OF INTEREST FOR NURSERYMEN IN JUNE

The Great Lake County, Ohio, Nursery District—Largest of the Kind in America—
One Hundred and Eighty Licensed Nurseries With Acreage of Nearly 5000

BIG EVENT IS SCHEDULED FOR JUNE 21ST, DAY BEFORE CONVENTION

The Start Will Be Made From Headquarters, Hotel Statler, in Cleveland—Special Train Will Be Run to Western End of District Where Automobiles Will Convey Party Throughout Territory—Birdseye View of This Interesting Trip

WITH a total of 180 licensed Nurseries and an acreage of 4625 allotted to their use, Lake County, O., of which Painesville is the principal point, is regarded as the largest Nursery center in this country. The range of acreage, per Nursery, is from one-half to 1500.

Following is a list of the Nurseries of 10 acres or more in this county:

Baker, C. P. Nursery, Painesville, general, 20 acres.

Borling, H. A., Route 1, Madison, fruit and ornamental, 20 acres.

Brick, L. P., Route 1, Painesville, general, 10 acres.

Brown, Frank, Route 2, Perry general, 12 acres.

Call's Nurseries, Perry, general, 100 acres.

Champion & Son, H. J., Perry, general, 80 acres.

Chris & Dianni Nurseries, Route 1, Painesville, ornamental, 16 acres.

Cole Nursery, The W. B., Painesville, fruit and ornamental, 300 acres.

Collister Nursery, Route 1, Painesville, ornamental, grape, trees, 5 acres.

Cook & Frankhauser, Route 2, Perry, general, 20 acres.

Coppock Bros., Perry, general, 30 acres.

Dugan, D. L., Route 2, Perry, general, 30 acres.

Eggleston, Prop., R. 4, Painesville, ornamental, 20 acres.

Endress & Sons, Fred, 220 Elm street, Painesville, general, 25 acres.

Etzenspeger, W., Willoughby, Jap. walnut and general, 25 acres.

Hacker & Son, C. F., Painesville, ornamentals, 40 acres.

Hacker, Rudolph A., R. 1, Painesville, shrubs, 15 acres.

Hallinan, C. D., 5-7 E. Erie street, Painesville, shrubs, perenn., 12 acres.

Hathaway, S. P., Madison, general, 40 acres.

Horton, Wayne, W., 3, Painesville, general, 10 acres.

Horvath, Prop., R. 1, Mentor, ornamentals, 10 acres.

Joiner, Harry W., Perry, blackberry, grape 50 acres.

Kallay Bros. Co. Painesville, general, 45 acres.

Kallay & Son, Painesville, deciduous and ornamental, 60 acres.

Klyn, G. K., R. 1, Mentor, perennials, rose, 20 acres.

Kohankie & Son, Henry, R. 1, Painesville, general, 300 acres.

Martin Nurseries, Geo., R. 2, Perry, ornamental, shrubs and perennials, 30 acres.

Martin Nurseries, Jos. F., Box 97, Painesville, perennials and shrubs, 50 acres.

Norman & Son, T. R., Painesville, general, 75 acres.

Reynolds, Claude R., R. 1, Mentor, herbaceous, 20 acres.

Rosemont Nurseries, A. F. Bernard, Painesville, general, 10 acres.

Storrs & Harrison Co., The, Painesville, general, 1200 acres.

Tyler, Fred J., R. 1, Perry, ornamentals, 10 acres.

Waldorf, Prop., R. 4, Painesville, general, 10 acres.

Welch, Mark R., R. 5, Painesville, general, 45 acres.

Welch, S. R., R. 1, Painesville, perennials, 10 acres.

Werner's Nurseries, Paul C. Werner, Prop., R. 2, Perry, ornamental, perennials, 15 acres.

[The Willoughby, Lake County, Ohio, Republican, with commendable enterprise on March 25th published a special edition devoted to the Nurseries of Lake County which constitutes the largest Nursery center in the country. This was in anticipation of the visit to this center in June of Nurserymen from many points of the Union upon the occasion of the annual convention of the American Association of Nurserymen. We are reproducing some of the illustrations and some of the matter through the courtesy of the Republican management.]

West, H. J., Perry, strawberry, raspberry, general, 10 acres.

West & Sons, T. B., Perry, general, 100 acres.

Wetzel & Sons, 415 Oak, Painesville, ornamental, 20 acres.

Wetzel, Edward, 208 Elm street, Painesville, ornamental, shrubs, 10 acres.

Willow Bend Nursery, Mrs. E. M., Brewster & Sons, Props., Perry, general, 60 acres.

Seventy-three years ago Storrs & Harrison Company started the first Nursery in Lake County. Development has been steady and in recent years rapid. It is said that every type of plant that can be grown in the temperate zone can be found in the Nurseries of this county. Says the Willoughby Republican:

"Products range from the most delicate flowers that grow in this region to the hardiest fruit and shade trees. All types of ornamental and useful shrubbery are offered in profusion.

"The soil of the county runs the entire gamut from the heaviest clay to the lightest sand, due to the glacial and lake gorges and ridges in the surface of the land hereabouts, permitting the widest possible variation in plant life. Indoors the rarest of tropical and subtropical plants are grown. All are

sent to wholesale dealers throughout the country.

"So important has the industry become in this section that in June of this year over 600 members of the American Association of American Nurserymen will hold its national convention in Cleveland, chiefly for the purpose of making a tour of inspection through Lake County. The only reason the convention will not have its headquarters in the county is due to the absence of sufficient sleeping quarters and a large enough assembly hall for the sessions that will be held.

"Not only is Lake County the greatest Nursery center in the world, but it is becoming more noted yearly for the increasing number of beautiful estates and gardens that characterize this section of the state. A traveler from abroad making his first tour of the United States stopped in this region last year, and was amazed at the private estates located here, stating that he did not dream such estates existed anywhere in the world except in old England, and characterizing those hereabouts as equal to the famous manor lands of England.

"Lake County is rapidly becoming the chief playspot of Greater Cleveland. This is best evidenced in the growth in the number of private clubs and golf links in the county. Until a few years ago there was but one such club, the Willowick Country club, located in Lake County.

Among the leading social and golf clubs now in the county are the Willowick clubs, Kirtland Country club, Mentor Headlands Country club, Cedarhurst Country club, Madison Country club, Arrowhead club, Willabee club, Willowick Shore club, and a number of smaller clubs which are daily increasing in membership and importance."

Some of the Things To Be Seen on the Tour

From Willoughby, O., Republican

It is quite unlikely that a post office could be found in the country that has not handled at least one letter or parcel post package from the nationally known Storrs & Harrison Co., whose extensive holdings are situated on the North Ridge road a few miles east of Painesville.

Annually the local organization mails a total of 270,000 catalogues. In the spring an illustrated catalogue of 168 pages is mailed to 175,000 individuals and firms. In the fall another 96-page illustrated catalogue is mailed to 100,000 persons. At other times small pamphlets, and booklets are mailed to individuals interested in special kinds of seeds, shrubs, or flowers. It is said that the annual postage expense of the Storrs & Harrison Co. would pay the total salary expenses of the Painesville post office.

With over 1,500 acres of Lake County soil under cultivation, the Storrs & Harrison Co. is the largest departmental institution of its kind in the country. By this is meant the largest Nursery retailing and

wholesaling Nursery stock, flowers and seeds. The institution has been in continuous operation for 73 years and was the first Nursery in Northern Ohio.

On its expansive acreage are more than three acres of storage cellars constructed to protect vegetable life from excessive heat and cold. From 250 to 400 persons are employed. The weekly payroll often amounts to over \$4,000, one of the largest payrolls for any Nursery in the country doing similar work.

The fields present at different periods of the year a beautiful picture with their varied colors and gorgeous blooms. Over 10 acres of peonies attract the eye of the traveler in the early spring. There are more than 200 varieties of these large flowers. Later extensive fields of roses present a picture of spectacular grandeur.

In the fall vividly colored cannas appear on more than six acres of the Storrs & Harrison acreage. The beauty of this field is said to rival the beauty of the many fields of tulips in Holland. Somewhat later in the fall over 100 acres of dahlias bloom in almost equal splendor. Of these there are 150 varieties.

In recent years the Storrs & Harrison

W. B. COLE HEADS NEW LAKE COUNTY ASSOCIATION

Whose Entire Membership Will Greet Visitors In June



FEATURED HERE ARE WILLIAM ALFRED COLE, W. B. COLE, D. B. COLE AND G. S. COLE

W. B. Cole entered Lake County, O., April 3, 1881. Arriving at the forked road where the Storrs & Harrison Co.'s Nursery sign was located he determined directions.

Thus, says the Willoughby Republican, did his first entrance into Lake County have something to do with Nurseries. After noting the sign he drove on to Painesville and has resided there ever since. There were not so many Nurseries in Lake County then, as now. According to Mr. Cole recollections in an informal chat with the Republican reporter there were only Storrs-Harrison, B. F. Merriam, Hiram Bowhall, L. Green & Son and S. W. Call. Mr. Cole purchased the Brainard & Loomis Nursery located where the Murphy Nurseries known as the Buckeye are now located on Mentor avenue. The Cole Nurseries were first

known as Jayne & Cole, later the W. B. Cole, and in 1923 they were incorporated under the name of the Cole Nursery Co. They started with 15 acres, and now have 600 in use, located in Perry, Concord, Painesville and Kirtland.

One of the interesting trends of the times according to Mr. Cole is the transition from the intensive growing of fruit trees to that of ornamental trees, perennials, etc., many of the Nurseries of Lake County now specializing in that field, for which the demand is constantly growing.

The picture here shown features W. B. Cole, president; G. S. Cole, vice-president and W. A. Cole treasurer of the company.

Mr. Cole, senior, is active in most of the civic affairs of the city in which he resides. He is progressive and up-to-date and is of

the type who gets real pleasure from his work. He recently sponsored the four-day Nursery school in Painesville, at which there was an enrollment of 75. The school occasioned much enthusiasm and it was voted to continue it another year. The organization of the Nurserymen of the county is another activity that interests Mr. Cole. He is a director of the Painesville Chamber of Commerce and for 25 years has been trustee of the Baptist Church.

Twice each year the Cole Co. sends out 20,000 catalogues to the retail trade.

The wholesale catalogues go out four times a year, and number about 5,000 each time.

The office of the company bristles with activity and an air indicating constant growth and activity is apparent.

Co. has specialized in varieties of phlox. Over 30 acres are planted.

Thirty teams of horses are kept continually at the Nursery in large, well built barns. Much of the food for these animals is raised on the Nursery acreage. Other storage buildings house over \$75,000 worth of machinery required for the operation of the Nursery.

Visitors at the plant are welcome daily and often guides are furnished for parties.

On the Park Road, three miles west of Painesville Norman & Sons Nursery, managed by T. R. Norman and his sons, C. O. and R. T. Norman, produce annually 1,500,000 shrubs and ornamental plants on 115 acres and in a greenhouse area of 2500 square feet. Landscape gardeners of Cleveland are using much of this material.

C. Merkel & Sons Co., organized 35 years ago, has developed from a single greenhouse to ranges of glass-covering four acres in which are under cultivation 25,000 roses in pots, 16,000 roses for cut flowers, 40,000 carnations, 15,000 hydrangeas and 200,000 plants. The business is managed by John Merkel and his brothers, Lewis and William.

Twenty-seven years ago the Willow Bend Nursery, near Perry, O., was established. Under the management of Mrs. E. M. Brewster and her sons, W. M., B. A. and T. D. Brewster 150 acres are cultivated for production of fruit and ornamental stock, 20 men being employed in busy seasons.

The Champion Nurseries started in 1891 with 24 acres; now they comprise 200 acres near Perry, with ample greenhouse space. A. N. Champion, son of the founder, is manager.

Done Well Nurseries, of 46 acres, of Mentor Ave., Painesville, managed by J. W. Kallay and his sons, specialize in azaleas and evergreen trees. Mr. Kallay received his training abroad, having studied for 30 years while working in Vienna, Edinburgh, Budapest, and other cities.

This season, for the first time, Rudolph A. Hacker, well-known hybridizer, offers his variegated form of Yucca filamentosa which has been under development for 15 years. From 1896 until 1911 Mr. Hacker was in charge of the propagating work at the Storrs & Harrison Nursery. During the last 16 years he has raised small plants for lining-out purposes which he has wholesaled to Nurserymen in many parts of the country.

To meet the demand for large trees and shrubs Norman & Sons, Painesville, have allotted a 13-acre tract to specimens. Landscape gardeners needing such material for large estates will be interested.

Almon E. Sawyer has 18 acres three miles west of Mentor for production of evergreens, shrubs and fruit trees.

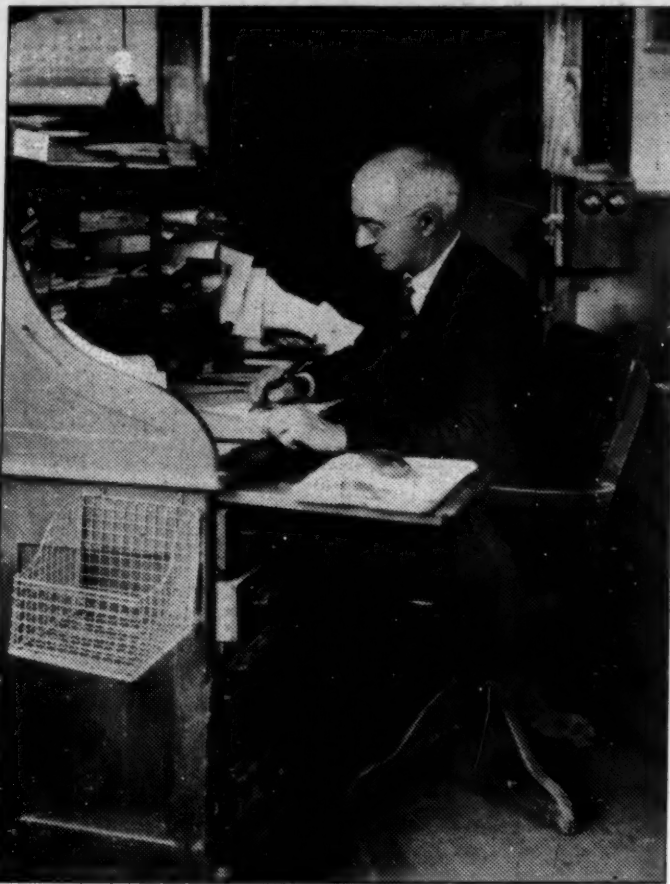
The Willoughby Republican urges establishment of a public garden for Lake County, O., similar to the Shakespeare Garden of Cleveland. It says: "A tree in honor of former President Garfield might be the first one planted. It might be called the Garfield Garden."

Call's Nursery, Perry, organized in 1877 by W. S. Call, is now operated by his son-in-law, P. J. Schumaker, and A. C. Tuttle, under a joint partnership. Although the Nursery originally consisted of but one acre, the holdings now include 220 acres. Mr. Schumaker has been active in the management of the organization for 12 years and has been instrumental in developing many large and profitable accounts. Four years ago Mr. Tuttle purchased a share in the Nursery. Recently James A. Vizzard was employed as salesman and office assistant.

One of the interesting highlights of Lake County is to be found at the Buckeye Nurseries, just west of Painesville on Mentor avenue, where an original Buckeye tree still stands. Once the native buckeye trees were so numerous in Ohio that the state was called "The Buckeye State" a name which it still proudly bears. Today the wild buckeye tree is nearly extinct. Few can be found. In their place, and commonly mistaken for the native buckeye tree, is the Old World horse chestnut tree, which

(Continued on Page 146)

A PERSISTENT BOOSTER FOR LAKE COUNTY DISTRICT



WHERE "TOM" WEST, PERRY, O., WRITES TO HIS MANY FRIENDS

One of the best known and probably one of the best loved men in Lake County, says the Willoughby Republican, is T. B. West, known to hundreds of friends and associates as "Tom." Lake County has several men who stand out as "choice samples," and Mr. West is one of them. He is of the encouraging and optimistic type. Many an organization and movement and many an individual has profited by his warm and outspoken encouragement. He is not the kind that pours "cold water" on an idea unless it is one that he feels would not be of benefit to anyone.

Mr. West has for many years been a mem-

ber of the American Association of Nurserymen, having served for some years on the executive committee. He is a member of the Ohio State Nurserymen's Association, of which he was formerly president and now on the executive committee. He served for some years on the Ohio State Board of Agriculture.

Mr. West was born in England, coming to this country when but 3 years old. A Nurseryman since 1893, he has resided in Perry since 1874. For three terms he was president of the Fair Board and served for eight years as a director. He is a division chairman of the Lake County "Y," indicating the varied range of his activities.

In the Lake Co., O., District

(Continued from Page 145)

is wrongfully called the "buckeye tree."—Willoughby Republican.

Among the pioneer Nurserymen of Lake County was W. S. Call, now deceased, who founded the "Call Nursery at Perry in 1877 when he began the cultivation of peach trees on a one-acre plot. Residents in Perry, says the Willoughby Republican, recall that the pioneer Nurseryman was the owner of one of the first automobiles in the township. The machine was a Reo manufactured by Mr. Call's brother-in-law, R. E. Olds, who opened his first factory at Geneva, Ohio.

E. D. Barber is president of the Octagon Nurseries named after the novel house on Mentor Ave., of J. T. Frary of the Cleveland Museum of Art. A. L. Eggleston is the Nursery manager, specializing in shrubs, trees, evergreens and perennials.

Mathias Terlap has started the Terwood Nurseries in the Painesville, O., district.

Riverdale Nurseries and Gardens, Inc., West Springfield, Mass.; Nursery, market and Florist business; capital, \$50,000 and 2000 no par value shares; incorporators, Harold B. Adams, Longmeadow; Helen B. Davis, Holyoke; and William H. Wolff, West Springfield.

Announces New Shrub

W. C. Salome, Sr., Mt. Hope, Kan., Nursery, says in the Wichita, Kan., Beacon: "We have a new shrub that stays green all winter, no matter how cold it gets. We have been experimenting with this shrub the last three years and are now ready to place it on sale. It is a species of evergreen, carries a small red berry during the winter and its leaf slightly resembles the holly. It grows from 4½ to 6 feet high and makes a wonderful landscaping plant."

Myrtle Beach, N. C., Nursery

A Nursery has been started on the farms of the Myrtle Beach Estates, Myrtle Beach, N. C., by outside interests for the purpose of experimenting with native shrubbery and ascertaining the possibilities of shipping to different sections of the country. A prominent Nurseryman from the Pee Dee section will handle regular ornamental shrubbery for shipping to nearby points and beautifying local grounds, while a Nurseryman from the North will feature native shrubbery for shipping to Northern points where he has an established business.

Board of directors of the United States Chamber of Commerce formally by resolution indorsed the movement for a National Arboretum.

Important Date! June 21

Plans for June Convention at Cleveland include a trip through the Lake County Nursery section, as guests for the day of the new Lake County Nurserymen's Association.

This trip must be made on Tuesday, June 21st, the day preceding the opening of the convention. Start will be made from Hotel Statler, headquarters hotel. Special train will be run to the western end of the Nursery district, where automobiles will meet you for the ride across the district, taking up the train for the trip back from the eastern end of the county.

Try and write as early as you can as to how many you will have in your party for this trip, June 21st. Address any of the following:

W. B. Cole, J. J. Grulleman, E. B. George, Painesville, O.

T. B. West, H. H. Joiner, Paul Schumaker, Perry, O.

Outdoor Nature Education

Henry Fairfield Osborn, president of the American Museum of Natural History, has accepted the invitation of the Commissioners of the Palisades Interstate Park, to co-operate in the plans for outdoor nature education which they are developing in the Harriman State Park in the Highlands of the Hudson and particularly in the direction of a museum at Bear Mountain, headquarters of the Park, in which this instruction will be centered. Similar museums are in Yosemite National Park and Grand Canyon National Park.

To Make 1000 Inspections—Approximately 1000 Pennsylvania Nurseries and greenhouses will be subject to inspection this year under the Japanese beetle quarantine. This is an increase of approximately 400 over last year, due to the increase in quarantined territory, which is now placed at about 5000 square miles.

Nurserymen Co-operate With Realtors

A sales lot at which San Antonians may purchase citrus fruit trees for planting in connection with the campaign of the San Antonio, Tex., Real Estate Board to bring about the planting of 25,000 trees in the city in the next five years, has been established at Navarro and Romana Streets, opposite the auditorium, by the San Antonio Nursery, which has contracted with the realty organization to supply trees at stated figures.

AMERICAN ROSE SOCIETY

Robert Pyle, West Grove, Pa., Secy.

The rose as described below has been approved by the Registration Committee and is proposed for registration as follows:

ROSA RUBROSA—A shrub rose—R. rubrifolia x R. rugosa single pink.

The shrub-like plant has a red general appearance; leaflet size of rugosa, red overlaid with green; is vigorous and extremely hardy. The pale pink flower is single and of medium size with slight fragrance; is a free bloomer during three weeks. This rose is similar to R. rubrifolia, but is a stronger grower, green on leaves; flowers are larger and paler pink. Originated by the Division of Horticulture, Central Experimental Farm, Ottawa, Canada.

If no objections are raised to the undersigned within six weeks after publication of this notice, the registration of the above rose will become permanent.

ROBERT PYLE, Secretary.

April 1, 1927.

KELSEY--HIGHLANDS NURSERIES

Trade Surplus No. 2, March 1927

Fine Lining-out Stock and Heavy Transplanted Material for Immediate Use

"HARDY NEW ENGLAND GROWN—BEST BY TEST"

S—Seedlings. T—Transplanted. All stock is transplanted one to many times unless otherwise noted.

	100	1000		100	1000
3,000 Abies veitchi, 1 year S	\$ 35.00		3,000 Picea canadensis albertiana, 3-6 in. 2 yr. S	4.00	30.00
3,000 Norway Maple, 6-12 in. T	30.00		5,000 Picea engelmanni, 1 year S	2.00	18.00
1,000 Norway Maple, 4-5 ft. T	50.00	400.00	5,000 Picea excelsa, Norway Spruce, 3-6 in. 2 year S	3.00	20.00
5,000 Amorpha fruticosa, 3-6 in. S	2.00	10.00	1,000 Picea excelsa, Norway Spruce, 9-12 in. T ..	9.00	75.00
600 Ampelopsis quinquefolia, extra 3 year T ..	20.00	180.00	1,000 Picea excelsa, Norway Spruce, 13-18 in. TT	35.00	300.00
1,200 Ampelopsis engelmanni, 2 year T	10.00	90.00	400 Picea excelsa, Norway Spruce, 18-24 in. TT	65.00	540.00
500 Aronia melanocarpa, 12-18 in.	12.00		400 Picea koyamai, 6-9 in. T	50.00	
500 Aronia melanocarpa, 18-24 in.	18.00		2,000 Pieris floribunda, 3-6 in. T	30.00	260.00
200 Aronia melanocarpa, 2-3 ft.	30.00		10,000 Pinus banksiana, 3-6 in. 2 year S	3.00	25.00
200 Azalea arb/scens, 18-24 in. clumps, B. & B.	160.00		20,000 Pinus densiflora, 1-3 in. 1 year S		10.00
500 Azalea arb/scens, 2-3 ft. clumps, B. & B.	250.00		6,000 Pinus densiflora, 6-9 in., 2 years	4.00	20.00
300 Azalea arb/scens, 3-4 ft. clumps, B. & B.	400.00		2,000 Pinus densiflora, 9-12 in. 2 year S	6.00	35.00
1,000 Azalea viscosa, 18-24 in. clumps	85.00	720.00	1,000 Pinus densiflora, 12-18 in., 2 year S	7.00	45.00
10,000 Berberis thunbergi, 6-12 in. T	5.00	30.00	200 Pinus jeffreyi, 12-18 in. TT	60.00	
2,000 Berberis thunbergi, 12-18 in. T	12.00	105.00	30,000 Mugho Pine, 1-3 in. 2 year S	4.00	30.00
2,000 Celastrus orb'utis pun'tus, 6-12 in. 2 yr. S.	6.00	40.00	5,000 Mugho Pine, 1-3 in. T	9.00	70.00
5,000 Chamaecyparis pisifera, 2-4 in. 2 year S ..	4.00	25.00	25,000 Mugho Pine, 2-4 in. T	12.00	90.00
400 Clematis paniculata, strong 3 year	25.00		15,000 Mugho Pine, 3-6 in. T	16.00	120.00
100 Cotoneaster bullata, 18-24 in. (pots)	90.00		3,000 Mugho Pine, 6-8 in. TT	45.00	350.00
300 Cotoneaster dielsiana, 12-18 in. (pots) ..	72.00		2,000 Mugho Pine, 8-10 in. TT B. & B.	70.00	600.00
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200 Cotoneaster divaricata, 12-18 in. T	90.00		40,000 Austrian Pine, 3-5 in. 2 year S	4.00	20.00
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400 Cotoneaster nitens, 12-18 in. (pots)	72.00		5,000 Austrian Pine, 6-12 in. T	11.00	90.00
300 Cotoneaster sabell, 12-18 in. (pots)	90.00		500 Austrian Pine, 18-24 in. TT B. & B.	100.00	
10,000 Crataegus oxyacantha, 3-6 in. 2 year S ..	3.00	20.00	3,000 Pinus ponderosa, 2-4 in. S	2.50	15.00
5,000 Crataegus oxyacantha, 6-12 in. 2 year S ..	4.00	30.00	200 Pinus ponderosa, 3-4 ft.	150.00	
2,000 Crataegus tomentosa, 9-12 in. 2 year S ..	5.00	40.00	1,000 Pinus resinosa, 12-18 in. TT	35.00	
5,000 Cupressus arizonica, 2-4 in. 1 year S	4.00	20.00	6,000 Scotch Pine, 3-6 in. 2 year S	2.00	12.00
3,000 Cydonia japonica, 4-8 in. 1 year S	8.00	60.00	15,000 Scotch Pine, 9-12 in. 2 year S	3.00	18.00
500 Dicentra eximia, strong	15.00		8,000 Scotch Pine, 6-9 in. T	15.00	120.00
1,000 Enkianthus campanulatus, 3-6 in. T	20.00	180.00	5,000 Scotch Pine, 1-2 ft. T B. & B.	30.00	250.00
1,000 Enkianthus campanulatus, 6-12 in. T	40.00	360.00	500 Prunus americana, 1-2 ft. T	10.00	
1,000 Euonymus rad. col., 3-5 in. rooted cuttings	16.00	140.00	500 Prunus americana, 3-4 ft. T	30.00	
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2,000 Humulus jap., Jap. Hop, strong 1 year S ..	3.00	20.00	300 Prunus americana, 4-5 ft. T	30.00	
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5,000 Iris kaempferi, strong, 1 year S	4.00	30.00	Yama Cherry is perhaps the best under- stock for budding Flowering Cherries.		
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400 Juniperus communis depressa, 18-24 in. B. & B.	150.00		1,000 Prunus tomentosa, 1-2 ft. 1 year S	30.00	240.00
400 Juniperus communis depressa, 2-3 ft. B. & B.	200.00		7,000 Pseudotsuga douglasii, 3-6 in. 2 year S ..	4.00	25.00
1,000 Larix dahurica, 12-18 in. T	20.00	180.00	1,000 Pseudotsuga douglasii, 6-12 in. T	25.00	200.00
2,000 Larix leptolepis, 2-4 in. 1 year S	4.00	35.00	300 Pseudotsuga douglasii, 12-18 in. TT B. & B.	60.00	
3,000 Ligustrum, Ibolium Privet, 18-24 in. T ..	16.00	120.00	2,000 Rhododendron catawbiense, 12-18 in. T B. & B.	94.00	800.00
2,000 Ligustrum, Ibolium Privet, 2-3 ft. T	30.00	180.00	1,000 Rhododendron catawbiense, 18-24 in. T B. & B.	126.00	
800 Ligustrum ibota, 1-2 ft. T	16.00	110.00	400 Rosa acicularis, 18-24 in. T	30.00	
2,000 Ligustrum vulgare, 2-3 ft. T	16.00	120.00	400 Rosa lucida, 18-24 in. T	30.00	
2,000 Mahonia aquifolium, 3-6 in. T	12.00	90.00	400 Rosa multiflora, 2-3 ft. T	18.00	
1,000 Mahonia aquifolium, 6-12 in. T	18.00	140.00	400 Sorbus americana, 18-24 in. T	18.00	
300 Malus atrosanguinea, 2-3 ft. T	40.00		400 Sorbus americana, 2-3 ft. T	25.00	
300 Malus coronaria, 2-3 ft. T	40.00		2,000 Sorbus aucuparia, 18-24 in. T	12.00	100.00
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2,000 Picea canadensis, 2-3 in. 2 year S	3.00	18.00			
2,000 Picea canadensis, 6-12 in. T	15.00	120.00			
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9/16 in. 4-5 ft.	2.50	20.00	Maiden's Blush	20	200 40c	300 30c
7/16 in. 4-5 ft.	2.00	15.00	McIntosh	400	500	300
except as noted						
11/16 in.	9/16 in.	7/16 in.	Northern Spy	200	30	
Arkansas Black	50		N. W. Greening	100	100	
Baldwin	750	500	Opalescent	150		
Ben Davis	80	200	Pewaukee		80	30
Cortland	800 @ 40c	200 35c	Porter		50	
Delicious	200	200	R. I. Greening	500		
Duchess	300	1000	Rox. Russett	100 40c	80 30c	
Fall Pippin	40	500	Smokehouse		50	30
Gano	50	70	Spitzenburg		40	20
Golden Russett	400	200	Stark	500	100	
Golden Sweet	60	40	Stayman's Winesap	1000	250	
Gravenstein		50	Talman Sweet	300	150	50
Grimes Golden		50	Wagener	200	120	100
Hub Nonsuch	30	60	Wealthy		1500	200
Jonathan	100	350	Wm. Ea. Red	50	300	50
King	100	100	Winesap		100	
			Yellow Transparent	500	500	300

Dwarf Apples, 2 yr. buds

	Per 10	Per 100
5/8 in.	\$4.00	\$35.00
1/2 in.	3.00	25.00
3/8 in.	2.00	15.00
5/8 in.	1/2 in.	3/8 in.
Baldwin	200	140
Duchess	100	80
Gravenstein	80	120
Northern Spy	100	110
R. I. Greening		140
Red Astrachan	200	150
Rome Beauty	150	60
Stayman's Winesap	100	10
Yellow Transparent	500	280

Peaches

	Per 100	Per 1000		9/16	7/16	5/16
5/8 in. 4 ft. and up.	\$22.50	\$200.00	Globe	200	100	
7/16 in. 3 ft. and up.	17.50	150.00	Greensboro	50	400	400
5/16 in. 2 1/2 ft. and up.	12.50	100.00	Hilley	400	600	250
9/16 in. 7/16 in. 5/16 in.			Iron Mountain	100	500	450
Beers Smock	400	200	J. H. Hale	200	1000	500
Belle of Ga.	500	1000	Lemon Free	400	300	100
Carman	1500	1000	Mountain Rose	400	300	50
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Champion	1000	200	Nectar	400	400	100
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10,000 18-24 in. 3 branches and up	5.00	50.00
1,000 12-18 in. 3 branches and up	5.00	40.00

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100000 2-6 in.	8.00	7.00	6.00
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American Nursery Trade Bulletin



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ROCHESTER, N. Y., APRIL 15, 1927

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"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

The Mirror of the Trade

ARGUMENTS TO BE SHUNNED

In his advice to salesman Charles Henry Mackintosh, of Chicago, said at the Illinois Nurserymen's convention:

Arguments practically never get anybody anywhere. You may talk the other fellow into silence, but nine times out of ten he is sore. Let us stay away from arguments and substitute for argument live suggestions that the other fellow will take into his mind, say, "That is true. That would be a wonderful thing for the children if we had that in the back yard," whatever the thing may be. That prospect is taking it into his mind, he isn't thinking of objections, he is thinking of the use to which he can put the thing the salesman wants to sell him. Therefore, I say the only proper time to answer objections is before they ever come up. If after making the sales demonstration certain objections continually come up from the prospects, that is a definite statement to him that his sales demonstration is incomplete.

This is one of the pointers for salesmen with which Mr. Mackintosh's address bristles. It is good matter for every Nursery salesman to read—to re-read and study. Mr. Mackintosh teaches salesmanship—that's his business. In the last two issues of this journal are lessons free to all readers. Something to learn lurks in practically every paragraph, something of practical application.

That is the kind of material the Illinois association has been giving its members at every convention for years—the experience of experts applied to the Nursery trade. Once a year Nurserymen may profitably go outside of their trade to get pointers from business experts. Is full advantage being taken thereof?

NATIONAL ARBORETUM

The many prominent persons interested in the project for a National Arboretum are giving the matter much thought. Through their persistent effort the congressional bill for establishing the arboretum was passed and was promptly signed by President Coolidge, as announced in this journal. The work of Chairman Robert Pyle of the A. A. N. committee was of the highest class. He was ably assisted by M. Q. MacDonald, attorney for the A. A. N.

Among those prominently active in the movement is Dr. Frederick V. Coville, botanist, of the U. S. Department of Agriculture, who has been in conference since Congress adjourned, with other leaders in the movement and has made valuable suggestions for advancing it. Some provision may have to be made for funds for securing the desired property—the Mt. Hamilton site near Washington. Actual appropriation of money therefore by the government is yet to be made. The limitation set by the law may make necessary the raising of a portion of the purchase price by private subscription.

This subject and the matter of trustees of the institution are being considered. A suggestion has been made that Peter Bisset of the U. S. Department of Agriculture be made the head of the arboretum, by reason of his special qualifications. The arboretum is to be administered under the direction of the Secretary of Agriculture.

H. Lloyd Haupt, formerly of the Princeton, N. J., Nurseries and for a short time editor of the National Nurseryman, is now with the Du Bois Press, horticultural catalogue printers, Rochester, N. Y.

To Cleveland in June

During the week of June 19-25 the American Association of Nurserymen will hold its 52nd annual convention at the Hotel Statler, and at that time Lake County, the largest Nursery section of the United States will be host to the gathering for one day. The day in Lake County will be one of the chief features of the convention.

The committee in charge of preparations includes E. B. George, Harry W. Joiner, Paul J. Schumacher, Horton Bowden, James West, Howard Chard and Paul Fortmiller.

Tentative plans include the meeting of the special train at Mentor by automobiles to be furnished by Rotary, C. of C., Kiwanis and other civic organizations. The guests will be taken through the Nurseries, lunching at Painesville-on-the-Lake, and proceeding on to Perry where the train will be in waiting. The honor of entertaining the Nurserymen of the United States is anticipated with considerable pleasure by the local Nurserymen.

A correspondent of the Horticultural Advertiser, England, says: "I am sure a large proportion of readers will heartily endorse C. Sparrow's remarks in the H. A. of 2nd inst. I also know a Nurseryman who does not subscribe to the H. A., and was amazed when I discovered the fact. This individual has for years complained of bad trade, and now proposes closing down. I do not, of course, attribute this entirely to lack of the H. A., but it is indicative of his business methods."

A Sargent Appreciation

The New York Times said of Dr. Charles S. Sargent, director of Arnold Arboretum, whose death was announced in our last issue:

"Had the trees met after the manner of those that assembled in Jotham's fable to choose a king, they would have made him, no doubt, their first choice. Certainly no one was more conversant with all the trees in the whole garden of the earth, and no one did more to give the sylvan aliens a welcome in America than this descendant of the industrious and successful merchant and shipowner of Gloucester, Epes Sargent, who lived in 'a house with a large garden.'"

"Sargent's catalogues of the forest trees of America are Adamic, for he named them all and performed a like neighborly office for Japan. The titles of his books and pamphlets and articles fill many pages in the history of the family and the library which he assembled has nearly 50,000 books and pamphlets."

Charles S. Sargent, director of Arnold Arboretum, who died last month was born in Brookline, Mass., and was a member of the same family as John Singer Sargent, the noted painter. Prof. Sargent was graduated from Harvard University and not long afterward fought in the Civil War attaining the rank of captain. In 1872 he was made professor of horticulture and director of the botanical gardens at his Alma Mater; when the Arboretum was founded with the \$100,000 bequest of James Arnold of New Bedford, Mass., he was made its director and professor of arboriculture in the University. Though severely handicapped by lack of funds he brought the 122 acres to their present perfection and usefulness, conceiving and carrying out the idea of making the Arboretum a part of the Boston park system. Besides writing various books, he was from 1887 to 1897 editor of Garden and Forest.

LITERATURE

The Iris: By John C. Wister, president of the American Iris Society. An Orange Judd Pubg. Co. production. Cloth; pp. 122; illustrated. Price, postpaid \$1.40. Rochester, N. Y.; American Fruits Pubg. Co.

This is one of the Flowers and Fruits Series of the Farm and Garden Library edited by Frank A. Waugh, who says: "Here we participate in the widespread movement to translate the iris from an esoteric cult into a general joy. The iris has long been the pet of the botanists; lately it has become the fad of the fanciers; next it is becoming the common property and infinite delight of all garden makers."

Says the author: "For the broad expanses and widely different climates and soils of the American continent there is no flower so universally adapted as the iris. From New Brunswick to Florida, from San Diego to Saskatchewan we find it the mainstay of the hardy garden. Portland, Ore., may be famous for its roses; Rochester, N. Y., for its lilacs and Charleston, S. C., for its magnolia gardens; but any gardener in any part of America, regardless of his climate, can have an iris garden that will rival the beauty of these world-famous places."

"Consider the lilies of the field, how they grow? To most of us when we have heard this familiar text, has come the vision of the white Easter lily. Modern botanists have told us that no lilies are to be found in the Biblical lands and that the flower so referred to is the white form of the stately iris of various parts of Asia Minor."

Much interesting historical matter precedes the author's description of European distribution of the iris and his full credit to French breeders for some of the finest varieties we have. The real pioneer in America, he says, was the late Bertrand H. Farr, Wyomissing, Pa. For a quarter of a century he specialized in the iris and popularized the flower. Following the chapters on this subject the author of this book, in appendix, gives a list of recommended varieties, a color classification chart, a black list of undesirable varieties, a calendar of bloom and a bibliography. The book is indexed.

The Gladiolus: By Alvin C. Beal, professor of floriculture in Cornell University; an Orange Judd Pubg. Co. production. Cloth; pp. 124; illustrated. Price, postpaid, \$1.40. Rochester, N. Y.; American Fruits Pubg. Co.

Their long period of bloom and especially their unexcelled lasting qualities when used as cut flowers, together with their comparative ease of culture have combined to make the gladiolus exceedingly popular. In his introduction the author discusses the pronunciation of the name of this flower. The proper pronunciation is with the accent on the "i." Gladius is Latin for sword; gladiolus, a little sword—referring to the shape of the leaves of the plant. But the American Gladiolus Society, believing that common usage, at least, among the growers, sustained the pronunciation with the accent on the "o," officially; it went even further and decided that the singular form be used for plural also. Yet gladiolus has all the recognized or standard authorities on language behind it, as Prof. Beal points out.

Information on detail on gladiolus culture

follows a discussion of the genus, types and species. There are chapters on insects and diseases hybridizing and crossing, suggested lines of improvement, the forcing of gladioli, gladiolus exhibitions and varieties. The whole is indexed.

Manual of Cultivated Trees and Shrubs: By Alfred Rehder. Cloth; large 8vo.; pp. 950. A Macmillan production. Price \$10.65 postpaid. Rochester, N. Y.; American Fruits Pubg. Co.

A subject so extensive in scope and so technical in character needs the knowledge and experience of an expert. Our readers will recognize in the author a name that is appended to many of the most important articles in Dr. Bailey's Standard Encyclopedia of Horticulture.

Trees and shrubs have been the subject of many books, specific or cyclopedic in character. This one is intended to serve the same purpose in regard to the cultivated woody plants as do works like Gray's Manual and Britton's Manual for the student of the indigenous flora. Its plan and arrangement is similar to these works. The aim is to acquaint the botanist, horticulturist, plant lover, gardener and Nurseryman with the wealth of trees and shrubs hardy in North America; and to enable him to identify by means of keys the woody plants he may encounter in the gardens and parks of this country. The book contains full descriptions of more than twenty-five hundred species, with their varieties, and briefer notes on numerous less important species and various hybrids. Descriptions are followed by short remarks on the ornamental and economic properties of the plants and by the indication of their approximate hardiness, with occasional cultural hints. The title is taken in a wide sense including woody vines, bamboos, cacti and subfruticose plants.

The contents of this work are: Introduction; abbreviations of authors' names; abbreviations of references to illustrations; further abbreviations and explanation of signs; synopsis of the orders and families contained in the manual; analytical key to the families and aberrant genera; description of trees and shrubs; glossary of botanical terms; additions and emendations; index.

This is an authoritative manual, invaluable for reference by all who have to do with trees and shrubs, commercially or academically. It is apportionately dedicated to the late Dr. Charles Sprague Sargent, director, for more than half a century of Arnold Arboretum with which Mr. Rehder is connected.

"The sequence of the families," says the author, "is according to the system used by Engler and Prantl which is followed with slight modifications by all American manuals. The International Rules of botanical nomenclature have been followed and therefore the names agree, with few exceptions, with those used in Bailey's Standard Encyclopedia of Horticulture and in his Manual of Cultivated Plants, in Gray's Manual, seventh edition, and in the second edition of Sargent's Manual."

Mr. Rehder was educated at gymnasium and in the universities of Berlin and Göttingen, Germany, where he was born. He came to America in 1898 and for ten years was curator of the Herbarium of Arnold Arboretum. He is a Fellow of the American Academy of Arts and Sciences and a member of horticultural and botanical societies. He compiled the Bradley Bibliography, 5 vols., 1911-18. He has written numerous papers on botany of woody plants and described hundreds of species new to science, largely as the result of Arnold Arboretum expeditions to Central and Western China.

The Stroudsburg, Pa., Record says of the catalogue, recently issued by the LaBar Rhododendron Nursery, of that city:

That the catalogue has made a fine impression on those with whom the Stroudsburg Nurserymen have business relations, is shown by the following taken from a letter from R. P. Sullivan, of the firm of Sullivan & Gross, Pittsburgh, Pa.:

"I have just received your catalogue. Without a doubt, it is in my judgment the best I have ever received from anyone. Its subject matter is well arranged, the descriptions are elegant, the photography is beautiful."

"You have certainly given information to rhododendron lovers that will make them file this catalogue away as their most valuable book collection in their libraries. Accept my congratulations for this master work."

The writer suggested that cuts of stock growing in prominent Pittsburgh estates would have been of value. Mr. LaBar replied to this that so many fine photographs had been received that in justice to all, none was used in the publication.

Alvin C. Spindler, of the law firm of Spindler & Mitchell, Pittsburgh, referring to the new catalogue, said: "Let me say everything in praise of it. It is certainly a very beautiful catalogue. If you had, however, placed a few photographs in it of the most beautifully planted rhododendrons in place, it would have been very appropriate, but it is so good, both as to press work and general get-up, that I want to express my praise for it."

Samuel Newman Baxter, a critic of Nursery publications, in an article commends that of the LaBar Rhododendron Nursery for the manner in which the cultural requirements of the plants are given. He states that the Stroudsburg specialist covers this ground as well as giving the price list. "Any recipient interested in rhododendrons should welcome it as helpful beyond its primary purpose of conveying quotations on and selling plants," wrote Mr. Baxter.

The LaBars have received other favorable comments, among the more notable being Alan Reed, assistant general business manager of the Curtis Publications, and locally, Charles R. Turn.

A scale model of an actual suburban home and grounds, completely landscaped and planted in miniature, attracted considerable attention in the Madison Avenue store window of Max Schling, Seedsmen, Inc., the week following the New York Flower Show. The model was loaned by The Macmillan Company, publishers of garden books. It was surrounded in the window by Schling's seeds, bulbs, shrubs, garden tools, and books. Trees, foundation plantings, shrubs, perennial and annual borders, lawns, vegetable garden, rock garden, and fruit were shown in exact size and scale. A placard placed near the model read: "Reliable Books on Gardening are Essential with Shrubs and Flowers for Pleasant Home Grounds."

Macmillan Company announces a new series, Home Garden Handbook, to sell at \$1, "designed to be used with seed, bulb, and Nursery catalogs" by amateur gardeners. The first two of the series, "Shrubs" and "Gladiolus" are to be ready early in May, and others later. F. F. Rockwell is the author.

Says the Horticultural Advertiser, England: "We have had a good many discussions on trade discount, but no speaker or writer on this subject among us goes quite as far as a writer in the Florists' Exchange, who claims that if a tree costs a dollar wholesale, the retailer ought to charge two-and-a-half dollars to his customer. Query—would the customer stand it?"

Faribault, Minn., News announces, in connection with an article on planting trees which occupies space in four columns of that newspaper, that the information is presented through the courtesy of the Andrews Nursery Co., of Faribault.

NAPERVILLE NURSERIES

LAST CALL FOR LINING OUT STOCK. If you do not have our list No. 211, it will be mailed upon request. If you are in need of any of the items listed below, check over your want list now as stock is going fast.

MARCH 3, 1927.

TREES

Acer saccharum, Sugar Maple	2 yr.	*12-15"	\$37.50
Aesculus hippocastanum, Horsechestnut	1 yr.	6-10"	20.00
Allanthus glandulosa, Tree-of-Heaven	1 yr.	15-24"	12.50
same	1 yr.	12-18"	
Betula alba, European White Birch	2 yr.	*9-12"	55.00
lenta, Sweet Birch	1 yr.	*1-2"	30.00
lutea, Yellow Birch	2 yr.	*1-2"	35.00
Cornus florida, Flowering Dogwood	1 yr.	*12-18"	35.00
Crataegus coccinea, Thicket Hawthorn	1 yr.	6-10"	35.00
oxycantha, English Hawthorn	1 yr.	6-8"	25.00
Fagus americana, American Beech	2 yr.	*12-18"	40.00
Gleditsia triacanthos, Common Honeylocust	2 yr.	*2-3"	20.00
Juglans nigra, Black Walnut	1 yr.	*12-18"	17.50
Liquidambar styraciflua, Sweetgum	2 yr.	*12-18"	27.50
Populus nigra, Black Cherry	1 yr.	12-18"	20.00
Prunus serotina, Black Cherry	1 yr.	12-18"	10.00
Quercus macrocarpa, Mossycup Oak	1 yr.	4-6"	15.00
rubra ambigua, Northern Red Oak	1 yr.	4-6"	15.00
same	2 yr.	8-12"	27.50
Salix discolor, Pussy Willow	1 yr.	12-18"	
same	2 yr.	12-18"	
same	1 yr.	2-3"	20.00
vitellina aurea, Russian Gold Willow	1 yr.	2-3"	12.50
Sorbus aucuparia, European Mountain-ash	2 yr.	*18-24"	30.00

SHRUBS

Acanthopanax pentaphyllum, Aralia Pentaphylla	1 yr.	15-18"	45.00
Amorpha fruticosa, Indigobush	2 yr.	10-12"	10.00
same	2 yr.	12-16"	17.50
canescens, Leadplant	2 yr.	4-6"	25.00
Berberis thunbergii, Japanese Barberry	1 yr.	*4-6"	5.00
same	1 yr.	6-9"	9.00
Calycanthus floridus, Common Sweetshrub	1 yr.	12-18"	35.00
same	2 yr.	6-8"	
Caragana arborea, Siberian Pea-tree	2 yr.	12-18"	35.00
Cornus alba sibirica, Coral Dogwood	1 yr.	8-12"	
same	1 yr.	15-18"	22.50
same	2 yr.	18-24"	27.50
amomum (sericea), Silky Dogwood	1 yr.	12-18"	22.50
flaviramea, Goldenrod Dogwood	2 yr.	12-18"	30.00
Deutzia gracilis, Slender Deutzia	1 yr.	*6-12"	40.00
lemoinei, Lemoine Deutzia	2 yr.	*8-12"	40.00
lemoinei, Lemoine Deutzia	2 yr.	12-15"	47.50
scabra plena, Double Rose Deutzia	2 yr.	10-15"	25.00
Euonymus obovatus, Running Euonymus	2 yr.	10-15"	50.00
Exochorda grandifolia (racemosa), Com. Pearl Bush	2 yr.	8-12"	
Forsthia intermedia, Border Forsythia	1 yr.	12-18"	27.50
aurea, Golden Fortune Bell	2 yr.	15-24"	40.00
Hibiscus bicolor hybridus, Double Flesh Pink	1 yr.	*6-12"	25.00
boule de Feu, Double Red	1 yr.	*6-12"	25.00
Jeanne d'Arc, Double White	1 yr.	*6-12"	25.00
Lady Stanley, Double Blush White	1 yr.	*6-12"	25.00
totus albus (snowstorm), Sin. White	1 yr.	*6-12"	25.00
Hydrangea arborescens grand, Snow Hy.	2 yr.	8-12"	60.00
Ligustrum ibota, Iboia Privet	2 yr.	15-24"	20.00
regelianum, Regal Privet	2 yr.	8-12"	45.00
same	2 yr.	12-18"	55.00
ovalifolium, California Privet	1 yr.	12-18"	10.00
Lonicera bella alba, White Bell Honey	1 yr.	18-24"	20.00
chrysantha, Creamy-bell Honeysuckle	1 yr.	18-24"	25.00
fragrantissima, Winter Honeysuckle	1 yr.	12-18"	35.00
morrowi, Morrow Honeysuckle	1 yr.	15-24"	22.50
tatarica grandiflora, Bride Honeysuckle	1 yr.	15-24"	25.00
rosea (rubra), Rosy Tat'n Honeysuckle	1 yr.	15-24"	25.00
Philadelphus coronarius, Sweet Mockorange	1 yr.	15-24"	35.00
floroplenu, Double Mockorange	1 yr.	12-15"	25.00
grandiflorus, Big Mockorange	1 yr.	15-24"	25.00
gordonianus, Gordon Mockorange	1 yr.	15-24"	27.50
lemoinei, Lemoine Mockorange	2 yr.	10-15"	37.50
avalanche	2 yr.	12-18"	65.00
nivalis, Snowbank Philadelphus	1 yr.	15-24"	25.00
virginal, transplanted	1 yr.		
zeyheri, Zeyher Mockorange	1 yr.	15-24"	20.00

SHRUBS (Continued)

Physocarpus opulifolius, Com. Ninebark	1 yr.	15-30"	18.00
luteus, Goldenleaf Ninebark	1 yr.	12-24"	25.00
Rhamnus frangula	1 yr.	8-12"	25.00
Rhodotypos kerrioides, Jetbead	1 yr.	8-12"	30.00
same	2 yr.	12-15"	40.00
Rhus glabra (Smooth) Sumac	1 yr.	*12-18"	18.00
typhina (hirta) Staghorn Sumac	1 yr.	*18-24"	27.50
laciniata, Shredded Sumac	1 yr.	*6-12"	50.00
same	1 yr.	*12-18"	60.00
Ribes alpinum, Mountain Currant	2 yr.	*8-15"	40.00
aureum	2 yr.	15-24"	
Rosa chinensis manetti, Manetti, Rose	2 yr.	6-10"	30.00
setigera, Prairie Rose	1 yr.	*8-15"	30.00
Rubus odoratus, Flowering Raspberry	1 yr.	*15-30"	40.00
Sambucus canadensis, American Elder	1 yr.	2-3"	32.50
aurea	1 yr.	15-24"	40.00
pubens, Scarlet Elder	1 yr.	8-12"	20.00
same	1 yr.	12-15"	25.00
Spiraea billardi alba, White Billard Spirea	1 yr.	8-12"	30.00
bumalda, Bumalda Spirea	2 yr.	6-12"	40.00
anthony waterer, An. Wat. Spirea	2 yr.	8-12"	50.00
douglasii, Douglas Spirea	2 yr.	10-15"	22.50
latifolia (bethlehemensis), Pink Mea-	1 yr.	12-15"	25.00
dow Spirea	2 yr.	10-15"	65.00
thunbergii, Thunberg Spirea	1 yr.	*6-10"	30.00
tomentosa, Hardhack	1 yr.	6-12"	25.00
vanhoutti, Vanhoutte Spirea	1 yr.	12-18"	30.00
same	1 yr.	12-18"	30.00
Symphoricarpos mollis (acutus), Spreading	1 yr.	15-18"	25.00
Snowberry	1 yr.	15-18"	20.00
racemosus, Common Snowberry	1 yr.	15-24"	30.00
vulgaris, (orbiculatus), Coralberry	2 yr.	12-18"	30.00
aurea, Goldentipped Coralberry	2 yr.	8-12"	30.00
Syringea josikea, Hungarian Lilac	2 yr.	8-12"	30.00
henryi lutesce, Henry Lutesce Lilac	2 yr.	6-10"	65.00
villosa, Late Lilac	2 yr.	8-15"	32.50
vulgaris, Common Lilac	1 yr.	6-10"	17.00
same	2 yr.	10-15"	25.00
same	2 yr.	15-24"	35.00
alba, Common White Lilac	1 yr.	6-12"	35.00
same	2 yr.	12-24"	45.00
Tamarix africana, African Tamarix	1 yr.	2-3"	27.50
Viburnum opulus, European Cranberrybush	1 yr.	4-6"	30.00
same	1 yr.	6-12"	42.50
Weigela desboisii, Desbois Weigela	1 yr.	10-18"	55.00
Eva Rathke, Eva Rathke Weigela	1 yr.	10-18"	80.00
amabilis	1 yr.	8-12"	
van houtti	1 yr.	6-15"	

VINES

Ampelopsis quinquefolia (Parthenocissus)	1 yr.	15-24"	12.50
Virginia Creeper	1 yr.	15-24"	12.50
engelmanni	1 yr.	15-24"	12.50
tricuspidata velitchi, Japanese Creeper	1 yr.	*6-15"	20.00
Aristolochia siphon (Macrophylla) Dutch-	1 yr.	6-12"	20.00
manspiper	1 yr.	6-12"	20.00
Rigonella radicans (Tecoma Radicans)	2 yr.	8-15"	30.00
Trumpet Creeper	2 yr.	6-12"	30.00
Celastrus scandens, American Bittersweet	2 yr.	6-12"	30.00
Lonicera japonica aureoreticulata, Yellow net	2 yr.	12-18"	30.00
Japanese Honeysuckle	2 yr.	12-18"	30.00
halleana, Hall's Japanese Honey-	2 yr.	8-15"	20.00
suckle	2 yr.	8-12"	30.00
Vitis labrusca (Beta) Fox Grape	1 yr.	8-12"	30.00
Nigra	1 yr.	8-12"	30.00
Diamond	1 yr.	8-12"	30.00
Worden	1 yr.	8-12"	30.00
Concord	1 yr.	8-12"	30.00
Wisteria magnifica, Yellow Wisteria	2 yr.	6-10"	50.00
sinensis, Chinese Wisteria	2 yr.	6-10"	40.00
alba, White Chinese Wisteria	2 yr.	6-10"	50.00

ABOVE ITEMS OFFERED SUBJECT TO PRIOR SALES

NAPERVILLE NURSERIES, Naperville, DuPage Co., Illinois

At Ohio Trade Convention

The address by Mr. Hacker on "Practical Propagating" is of much direct value, based as it is on thirty years' experience during which he has noted the many things necessary to be taken into consideration in applying principles and practices.

Herewith is a classification of topics treated by him in his address:

Green-wood Shrub Cuttings

BUILDING OF FRAME AND QUALITY OF SAND TO BE USED:

- a—Location.
- b—Type of frame—single or double.
- c—Material used in building.
- d—Grade of sand.
- e—Hot or cold frame.
- f—Length of time or seasons the sand can be used.

PROPER TIME FOR SELECTING THE WOOD:

- a—Care of the wood.
- b—Making and sticking of the cuttings.

CARE OF CUTTINGS WHILE ROOTING:

- a—Shading—watering—airing.
- b—Winter protection.

GETTING READY FOR THE SPRING PLANTING:

- a—Preparation of soil in the open field.
- b—Planting.
- c—Cultivation.
- d—Digging.

Hard-wood Shrub Cuttings

PROPER TIME FOR SELECTING THE WOOD:

- a—Making the cuttings.
- b—Winter care.
- c—What advantage, if any, to a calloused cutting.
- d—Planting.
- e—Cultivation. (Same as green-wood cuttings).
- f—Digging. (Same as green-wood cuttings).

AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

Chairman Robert Pyle of the A. A. N. committee on Arboretums has written to Secretary Sizemore, A. A. N., as follows:

"With this letter is enclosed check for \$110.50 made payable to me by Roy D. Pierce, Treasurer, Joint Committee for Establishment of National Arboretum and Botanic Garden, and by me endorsed to the American Association of Nurserymen as a further contribution to offset the expenses of our Committee on Arboretums. With \$100.00 received from the S. A. F. & O. H. this is a total of \$210.50 that will now have been paid into the Treasury of the American Association of Nurserymen and by so much will have reduced our own expenses

in the campaign for the National Arboretum."

Secretary Sizemore reports that February collections of bad accounts and claims for the membership amounted to \$3,938.21; this added to the \$32,406.93, amount previously reported, makes a total of \$36,345.14. New accounts and claims received for collection during February amounted to \$5,285.98.

To Serve One Year for Forgery

Secretary Sizemore, of the A. A. N., reports that B. M. Hyatt who was said to have taken advance payments without authority on orders for delivery of Nursery stock unlawfully representing that he was employed by Nurserymen in Nebraska and Iowa, has been convicted of forgery and has been sentenced to serve a year in Nebraska State Penitentiary.

At Chico Government Nursery

Thirteen men under the direction of J. E. Morrow, superintendent of the United States Plant Garden, Chico, Cal., are busy on the grounds distributing plants to Nurserymen and lining out growths that are to be used in budding and grafting.

Some of the plants, those which have been cared for under glass during the winter, will be put in cold storage where they will lie dormant until warm weather in the north permits their consignment to colder climates.

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1927 Convention, Cleveland, O., June 22-24.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.

California Assn. of Nurserymen—John A. Armstrong, Jr., Secy., Ontario, Cal.

Connecticut Nurserymen's Association—A. E. St. John, Secy., Manchester; Summer meeting, Lake Compounce, Bristol.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—H. Lloyd Haupt, Secy., 151 Broadway, Rochester, N. Y.

Fruit and Flower Club of Western New York—Fred M. O'Brien, Geneva, Secy.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Kansas Nurserymen's Association—James N. Farley, Secy., Topeka.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury, Mass.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.

New England Nurserymen's Association—W. N. Craig, Weymouth, Mass.

New Jersey Association of Nurserymen—John Marseille, secy., Wyckoff, N. J.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. 1927 convention, July 13-15, Portland, Ore.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—S. W. Marshall, Secy., 3045 W. 36th Ave., Denver, Colo.

Rhode Island Nurserymen's Association—H. H. DeWildt, secy., 521 Elmwood Ave., Providence, R. I.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

South Dakota State Nurserymen's Association—J. B. Taylor, secy., Ipswich.

Southeastern Nurserymen's Ass'n.—Otto Buseck, Secy., Asheville, N. C.

Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, Irvington, Secy.

Southern Nurserymen's Association—W. C. Daniels, Secy., Pomona, N. C., Sept. 14-16, 1927, Jacksonville, Fla.

South Texas Nurserymen's Assn.—W. R. McDaniel, Alvin, Tex., secy.

Southwestern Nurserymen's Association—Thomas B. Foster, Secy., Denton, Tex., 1927 Convention, Sept. 21, Galveston, Texas.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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Height	Across	Per 1000
6-8 in. x 2-3 in.		\$100.00
8-10 in. x 3-4 in.		225.00
10-12 in. x 4-5 in.		350.00
12-14 in. x 5-6 in.		475.00
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High quality, field
grown, budded ROSES

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Young's Boxwood and
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My service and stock will please you.

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We offer selected Pecan Trees, produced by improved methods of careful bud selection which insure profitable results for the planter. All standard varieties. Make your reservations now. We grow other nursery stock, especially good budded and grafted Rose Bushes.

SUMMIT NURSERIES, Monticello, Florida

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We are offering the trade an assortment of biota orientalis ranging from 2 to 3 foot plants to 7 to 8 foot plants. We also have some exceptionally good Japanese privet, 3 to 4, and 4 to 5 feet, and some heavy shrubs. Ask for prices.

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FOREST NURSERY CO.

McMinnville, Tennessee

Established 1887

Large assortment general Line

Nursery Stock

FOREST TREES, SHADE TREES

SHRUBS, VINES, EVERGREENS

OUR USUAL LINE. Write for Trade List.

WE would like to serve YOU

Fruit Trees

Apple, Pear, Cherry, Plum, Peach. Small Fruit Plants—Raspberries, Red and Black, Grape Vines. Shade Trees—European Sycamore, Catalpa, Bungei, Maples. Shrubs—Barberry Thunbergi, Privet, Hydrangea P. G., Spirea, Weigela, etc. Roses—H. P's. Highest quality of stock graded to the highest standard. In the business a third of a century. Send us your Want Lists.

T. B. West & Sons.

Maple Bend Nursery Perry, Ohio

2000 4/5 ft., 1 yr. Elberta	18c
300 9/16 up, 2 yr. McIntosh	18c
300 9/16 up, 2 yr. Jonathan	18c
300 7/16 up, 2 yr. Jonathan	12c
500 2/3 ft. Hard Maple	5c
500 3/4 ft. Hard Maple	5c
500 4/5 ft. Hard Maple	18c

WHITFORD NURSERY
PARINA, ILL.

A DEPENDABLE DIGGER

at a reasonable price

Write for a descriptive
circular and prices

"Yours for growing satisfaction"

NEOSHO NURSERIES, Neosho, Missouri

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I make a specialty of patents and trade marks. Protect and profit by your ideas. Full information and terms on request. Fifteen years' active practice before U. S. Patent Office. Register and protect your trade marks.

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CLOSING TIME:

FOR TRADE
ADVERTISEMENTS

AMERICAN NURSERYMAN—Semi-Monthly

1st of Month Issue.

15th of Month Issue

First Forms: - 23rd each month

First Forms: - 8th each month

Last Forms: - 25th each month

Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

Trade Bulletins

Annual meeting of American Iris Society will be held at the Brooklyn Botanic Garden, June 3rd.

Shady Lane Nursery Co., Columbus, O., co-operated in the arrangement of a model home exhibit at last month's Building Show.

T. W. Rice, Geneva, N. Y., reports prospect a good spring delivery clean-up.

Jim Parker, Tecumseh, Okla., says trade has been increasing on all items and that sales of evergreens and roses are double those of last year.

D. W. Babcock, Atlantic Nursery Co., Berlin, Md., grows European plane trees extensively, planting 100,000 cuttings annually.

Paul Stark, of Stark Bros. Nurseries, addressed the Business Men's Club in St. Louis, Mo., last month.

Valdesian Nurseries, George W. Jones proprietor, Bostic, N. C., purchased 206 acres recently as addition to the Nursery property.

Fred Herbst, of Herbst Bros., New York, is on a trip to the Orient. During his sojourn in Japan, he will inspect the crops of T. Sakata & Co., Yokohama, which his firm represents in this country.

The code of ethics of the Minnesota Nurserymen's Association is practically the same as the well-known Illinois Association's code which was the first to be announced among Nursery trade organizations.

Berkeley, Cal., has purchased land for a municipal Nursery. It has been renting land for this purpose.

In order to protect and foster the apple industry of New York State, it is proposed to blacklist publicly those who persistently

violate an apple grading law for which the legislature is asked to provide \$10,000 for enforcement.

New Jersey Landscaping Co., 643 South Belmont Ave., Newark, N. J., has been incorporated to do a Nursery business; capital \$100,000.

A. R. Pickett and wife, Clyde, O., Nursery Co., returned last month from a winter sojourn with their son, Robert Pickett, in Florida.

Alexandria, Minn., Nursery has added a greenhouse, 22x102.

Nurseries of the All Evergreen Nursery Co., at Clayton, Mo., are represented in a St. Louis, Mo., office.

A Smithtown Branch, Suffolk County, N. Y., Nurseryman advertises locally as follows: "Plan to Plant Another Tree." Smithtown Nurseries, Smithtown Br. Hauppauge Road.

Several New England Nurserymen were represented in advertisements in an 8-page rotogravure section of the March 20th issue of the Boston Herald.

Allendale Nurseries, Delaware, O., plan to dispose of entire production of Nursery stock regularly through their roadside market stand.

T. A. Butterworth, who has conducted Nurseries in Santa Cruz and Watsonville, Cal., has bought the Elliot Nursery in Los Gatos, Cal., and will specialize in ornamentals.

A determined effort to bring about the heavier loading of freight cars by the shippers, receivers and railroads in the territory covered by the Atlantic States Shippers Advisory Board is to be made during 1927.

Faribault has always been known in Southern Minnesota as a beautiful city, both for its fine homes and for its trees, and there is no reason why it cannot be made more beautiful with well kept lawns and flower gardens, said E. J. Kleenapp, secretary and treasurer of the Farmers' Seed and Nursery Co., in an article in Faribault newspaper.

Among those at the Detroit convention of the Society of American Florists last month were F. L. Atkins, Rutherford, N. J.; M. D. Griffing, Glen Saint Mary, Fla.; Albert M. Kerr, Lancaster, Pa.; Joseph Hill, Richmond, Ind.; F. L. Mulford, Washington, D. C., and Robert Pyle, West Grove, Pa.

The 55 county farm bureau associations of New York State each contributed in 1926, out of their own private funds, an average of nearly one thousand dollars toward a program for public education, according to Charles A. Taylor, connected with the state farm bureau office.

For the third year Jackson & Perkins Co., Newark, N. Y., this spring operated its "Chicago Storage Plan," Ralph Perkins with headquarters at the Fullerton Plaza Hotel in that city caring for orders for stock held in storage.

E. S. Welch, head of Mt. Arbor Nurseries, Shenandoah, Ia., in cap and gown was honored by Iowa State College in the presence of 4,000 persons and was the recipient of a certificate of eminent service to Iowa agriculture.

American bulb growers have made remarkable progress in the industry considering the short time that has been devoted to it and present outlook for production of bulbs in this country is decidedly bright. That is the conclusion of Dr. David Griffiths, horticulturist of the United States Department of Agriculture, whose investigations with American bulbs under glass have been summed up in Department Bulletin 1452-D, just issued.

"Preserve the trees that are and provide for others" is a good motto for cities. Detroit and Sacramento are considering it. Will the Nurserymen push it along?

Kirkman Nurseries Expand

The Kirkman Nurseries, Fresno, Cal., one of the largest in the state, has been attracted to Tracy, Cal. The first local venture was the planting of 50 acres of the fine soil in the Santa-Carbena Irrigation District to apricot and peach trees, other Nursery stock to be produced between the rows until such time as the trees are too large to permit.

In speaking of the venture to the Tracy press, W. T. Kirkman, Jr., said:

"We have bought 50 acres of land from John A. Keating in the Carbona district. This purchase is for the propagation of Nursery stock for delivery to customers of the community and the west side territory in general. The property has already been planted, first to orchard, (Tilton and Blenheim apricots and drying and shipping peaches) and Nursery stock planted between the orchard rows.

"The 50 acres as it is today contains 3500 apricot trees and 3500 peach trees planted in orchard, and Nursery seed planted for the production of about half million trees in Nursery stock—(about sufficient for orchard planting of 5,000 acres) one and two years hence.

"With some exceptions the soil is as nearly ideal as it is possible to find. The climatic conditions are right. The slope of the district from the hills to the center of the valley lends extreme safety from frost injury and from too wet soil conditions.

"The air circulation is guaranteed against the extremely serious losses often sustained in areas where the orchards have not the refreshing influence of free air cleaning. Cost of control of insect pests, fungus and other diseases are at the minimum in areas like yours.

"I am confident that the west side will be recognized as the best orchard district in California before long, and that a goodly portion of California's fruit output will go forward from that district.

"I am convinced that the future will witness a gradual changing of centers of deciduous fruit and nut production and that the slope of excellent land from Tracy to Patterson will eventually be practically a solid orchard."

The work of leveling, checking and planting of the acreage by the Kirkman interests was done by C. E. Reed and father.

Mr. Penebaker of the Tracy Nursery and Seed Company has been engaged in landscaping the tract.

The coming of the Kirkman Nursery interests to the Tracy section means much. A few years since the same interests became engaged in their line of work at Brentwood and today 1500 acres of fruits are there flourishing.

Indestructible Labels—Tree and plant labels of zinc and copper-alloy, made by the Ball and Socket Mfg. Co., West Cheshire, Conn., seem to meet the problem of marking to last for years, the record on the label being made with a stylus which indents the writing. The labels are strung with copper wire and are in two sizes, $\frac{3}{4}$ " x $3\frac{1}{4}$ " and $1\frac{1}{4}$ " x 5".

WANTED

Would consider purchase of local Nursery with good reputation located in or near Hartford, Conn. Give all details in first letter. Address B-74, Care of American Nurseryman, Rochester, N. Y.

Dependable man to handle retail agency business of a long-established Nursery company in the Middle States. Good opportunity for one who is capable to take full charge and develop. Address B-75, care AMERICAN NURSERYMAN, Rochester, N. Y.

BOOKS

BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE, 2 vols. Illustrated. Fully indexed. 3639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$25 per set. American Florists Pub. Co., P. O. Box 124, Rochester, N. Y.

LIST OF 119 BOOKS ON Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Florists Pub. Co., P. O. Box 124, Rochester, N. Y.

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(Balled)

	Each
Box Pyramids.....15/24"	\$2.50
Box Pyramids.....15/18"	2.00
Cotoneaster, Floscosa.....3/4"	1.00
Cotoneaster, Floscosa.....2/3"	.85
Cotoneaster, Franchetti.....3/4"	1.00
Cotoneaster, Franchetti.....2/3"	.85
Cotoneaster, Mcyr., spread.....30/36"	1.00
Cotoneaster, Mcyr., spread.....24/30"	.85
Cotoneaster, Simonsal.....5/8"	.90
Cotoneaster, Simonsal.....4/5"	.75
Lawson Cypress.....3/4"	1.50
Lawson Cypress.....2/3"	1.25
Lawson Cypress, Blue Column.....3/4"	2.25
Lawson Cypress, Blue Column.....2/3"	2.00
Lawson Cypress, Green Col'mn 15/18"	1.25
Lawson Cypress, Green Col'mn 12/15"	1.00
Irish Juniper.....3/4"	1.75
Irish Juniper.....2/3"	1.50

HARDY PERENNIALS

Field grown, strong clumps	10	1.00
Alyssum rostratum, gold, yel.	\$1.00	\$2.00
Anemone jap. Prince Henry, red.	1.00	8.00
Anemone jap. Qu. Char., pink.	1.00	8.00
Anemone jap. Whirlwind, white.	1.00	8.00
Cerastium tomentosum, gold, yel.	.80	7.00
Crysanthemum, pom., all shades	.80	7.00
Coreopsis lanceolata, gold, yel.	1.00	8.00
Gaillardia grandif., red-brown.	1.00	8.00
Hollyhocks, double, all colors.	1.00	8.00
Iris, Japanese varieties, mixed.	1.25	9.00
Phlox subulata rosea, light rose.	.80	7.00
Phlox subulata lilaciana, lt. lilac.	.80	7.00
Pyrethrum (Persian Daisy), single		
& double, all colors mixed	.80	7.00
Thymus citriod. (Thyme), yel.	.80	7.00
Valeriana coccinea, deep red	1.00	8.00

FOR FORCING

170 Deutzia grac. extra hvy. 18/24"	Each
300 Hydrangea, French, mixed. 25c & 30c	
300 Spirea Peachblossom, extra strong. 30c	
300 Spirea, Peachblossom, str'ng clu'ps. 25c	

PORTLAND ROSES

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Place your order NOW while stocks are complete. CASH or satisfactory TRADE references. For cash with order we allow 3% discount and pack free.

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YOURS FOR GROWING SATISFACTION

Apple, 2 yr. Peach and Cherry 1 yr.
Concord and Moore Early 1 yr.
Philadelphus Coronarius and Lemoinei,
Spiraea Van Houttei, Lonicera Morrowi,
Forsythia Intermedia and Fortunei,
Sambucus Canadensis Aurea, Ligust-
rum, Ovalifolium and Ibota, all 3 to 4
ft. Cydonia Japonica, 2 to 3 and 3 to
4 ft. Washington Asparagus, 1 yr.
and 2 yr.

NEOSHO NURSERIES CO.
Neosho, Mo.

T. SAKATA & CO.
Specialists

TREE SEED SHRUB

HERBST BROTHERS
95 Front St.
NEW YORK

Deciduous Nursery Location in Florida

Consists of 850 acres in the heart
of the industry. Railroad station
on property. Write

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OWNERS

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A Powerful All-round Tractor for
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DOES 4 MEN'S WORK
Handles Field Work, Dusting
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mower. Catalog Free.

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EVERGREENS
ALL SIZES
A Postal Brings Our New List
PIEDMONT NURSERY COMPANY
BOUND BROOK, N. J.

Peach Pits
The Howard-Hickory Co.
Hickory, N. C.

THIS SPACE
\$2.50 Per Month Under Yearly Term
58 Cents Per Week
Less Than Yearly: \$2.80 Per Month

Surplus Bargains

We can make the following special prices on fine nursery grown stock, subject to
being unsold on receipts of orders. (Each "x" means one transplanting.)

		100	1000
3,290	DOUGLAS FIR, 12 to 18 in.	xx	\$35.00 \$270.00
4,800	AUSTRIAN PINE, 8 to 10 in.	x	17.50 125.00
9,050	MUGHO PINE, 2-year seedlings		3.00 12.00
3,250	COLORADO SPRUCE, 4 to 7 in.	x	12.00 75.00
34,000	WHITE SPRUCE, 6 to 9 in.	x	4.00 25.00
15,000	RED PINE, 18 to 30 in.	x	25.00 175.00
5,000	SCOTCH PINE, 18 to 30 in.	x	30.00 135.00
4,300	JAPANESE BARBERRY, 18 to 24 in.	x	15.00 85.00
14,000	AMERICAN BEECH, 6 to 12 in. seedlings		4.00 20.00
3,000	AMERICAN BEECH, 12 to 18 in. seedlings		6.00 32.50

And this is only a small part of our complete list of seedlings and transplants
at similarly low prices. Write for our 1927 Short Guide and Price List.

KELSEY NURSERY SERVICE

50 Church Street, New York

ONE YEAR SEEDLINGS

		Per 100	Per 1000
5,000	<i>Thuja plicata</i> —Western Arborvitae. Does not lose its color in winter like the ordinary American Arborvitae	\$2.50	\$20.00
10,000	<i>Retinospora pisifera</i>	2.00	15.00
5,000	<i>Retinospora obtusa</i>	2.50	20.00
3,000	<i>Ilex crenata</i> —Japanese Holly	3.00	25.00
5,000	Mugho pine	2.00	15.00
20,000	<i>Scindopitys verticillata</i> —Japanese umbrella pine	5.00	40.00

All the above seedlings were grown in sandy loam, have not been crowded in beds,
and are consequently of good size and vigor. Five hundred at thousand rate; mixed
orders of five hundred or more at thousand rate.

ROOTED CUTTINGS OUT OF THE SAND

2,500	<i>Taxus cuspidata</i> —Japanese yew. Heavy rooted	\$9.00	\$85.00
2,000	<i>Buxus suffruticosa</i> —Dwarf edging boxwood. 5" to 6" rooted cuttings with heavy tops, for lining out	5.00	45.00
	<i>Ligustrum ovalifolium aureum marginatum</i> —The elegantissima French strain of golden privet. Field grown stock as follows:		
500	4 to 6 in.	7.50	
500	6 to 8 in.	10.00	
400	8 to 12 in.	20.00	
300	12 to 15 in.	25.00	

This is a fine colored and decidedly superior strain of golden privet and well worth
acquiring for anyone who wishes to propagate.

B. R. LEACH, Riverton, New Jersey

PEERLESS HAND DUSTER



Just the thing for Nurserymen as it will meet all requirements and fill all demands
made on it.

The quantity of dust can be regulated from mist to fog.

It is perfectly balanced—load divided front and rear.

It is a pleasure to operate for it is so easy.

Can be used on low plants, bushes and medium size trees.

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INDESTRUCTIBLE METAL LABELS

This metal label is displacing wood
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read—permanent and clear for fifty
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Valuable for many nursery uses. Also
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for descriptive circular, samples, price
and discounts.



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THIS PAGE PRESENTS

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Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold its Ninth Annual Meeting
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Complete assortment of Evergreens including Fir, Juniper, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Biotas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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HEMLOCK SPRUCE
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and other good items.

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"Grown in Vermont, It's Hardy."

WE HAVE THEM You May Want Some

Norway, Sycamore and Silver
Maples; Pin, Red, Mossy Cup, Cates-
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Butterfly Bush, Dogwoods, Deut-
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Our Trade List is ready.
Get next to one.

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Grape Vines

Grown from cuttings planted this
spring, consisting of Moore's Early, and
Concords. Graded as in former years:
1 yr. XX; 1 yr. No. 1; 1 yr. No. 2; 1 yr.
No. 3. Will have possibly 10,000 Moore's
Early, 3 yr. transplanted vines. Cut
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vines. Correspondence solicited.

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COLRAIN AND SUBBURY, MASS.

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CONTRACT FOREST PLANTING

Send for our catalogue

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EVERGREENS MILLIONS OF THEM

Seedlings—Transplants—Cuttings
Grown under glass

Also Apple Trees, Shade Trees,
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Send for our latest Bulletin

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The largest growers of Evergreens
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Price List on Request Established 1871

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EVERGREENS

SEEDLINGS and TRANSPLANTS

FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE,

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Lining Out Stock

Acer glabrum and campestre, Cornus
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derstock for triloba), Rhodotypos, Ibo-
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Complete line of Evergreens, shrubs and
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AZALEAS (Evergreen and Deciduous.)

FLOWERING SHRUBS,
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We produce the greatest variety of
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Acer plantanoides, 2 yr. Seedlings
Betula alba, 3-8" & 6-9"
Ostrya virginica, 1 yr. Seedlings
Euonymus alatus, 1 yr. Seedlings
Koeleria paniculata, 1 yr. Seedlings
Sophora japonica, 1 yr. Seedlings
Syringa vulgaris, 1 & 2 yr. Seedlings
Prunus serrulata, 1 yr. Seedlings
Sorbus aucuparia, 1 yr. Seedlings

Prices & Complete Price List on Request

HESS' NURSERIES

P. O. Box No. 52 Mountain View, N. J.

Your Future Seedlings WILL BE FROM CALIFORNIA

We have French climate and better
soil. Those who tried them last year
bought heavy this year. Try some for
comparison and be convinced. We still
can offer a limited number of P. callery-
ana and Myrobolan seedlings.

Robertson-Vistica Nursery

118 N. Ophir Street

Stockton, Calif.

1927 PRICE LIST

Collected Hardy Native
EVERGREENS, TREES
SHRUBS and PLANTS

Write for it!

L. E. WILLIAMS NURSERY CO.

Exeter, N. H.

Successor to L. E. Williams, Exeter, N. H.
and I. L. Williams, Manchester, Vt.

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

THIS SPACE
\$5.00 Per Month
Under Yearly Term
Including publication 1st and 15th.
TWICE A MONTH AT SINGLE RATE

**Chief Exponent
of the Nursery Trade**

★
ROSES
Shrubs Cannas
Lining-out Evergreens

Send for Trade-List

The CONARD-PYLE CO.
ROBERT PYLE, Pres. West Grove, Pa.
"More than 25 years' experience"

Established 1883
LINING OUT STOCK
Tropical Ornamentals
And small pot stock for growing on
PALMS A SPECIALTY
Shade Trees, Shrubs, Vines, Ornamental
Grasses, Bulbs, Etc.
Give us your want list and let us quote.
REASONER BROTHERS'
Royal Palm Nurseries
Drawer "N" ONECO, FLORIDA

POINTERS FOR THE PROGRESSIVE Creating and Supplying Demand for New Varieties: Profitable Solution of Distribution

A pointer for the progressive Nurseryman who prepares his own advertising or who is inclined to check up the advertising matter that is prepared for him is the following from an announcement by the advertising concern, George Batten Co.:

Pick up any current magazine or newspaper. Check the advertisements whose headlines have the greatest appeal to you, not as an advertiser but as an individual.

Notice how little evident "selling" is done by the successful advertiser—how much "buying" is done by the reader.

For men and women lose interest in headlines that are really reasons why some manufacturer would like to sell his goods. There is little desire on anyone's part to become a prospect for some article.

But men will listen if addressed as wage-earners with families to provide for, fathers with children to rear, husbands with wives to support, boys with life before them.

"California" grapes, or European grapes as they are known to horticulturists, have been growing in the vineyards of the New York State Experiment Station at Geneva since 1911, says the Station horticulturist. Certain modifications of the usual vineyard operations have made possible the successful production of Malagas, Tokays, and Hamburgs, so highly prized on the fruit stands of eastern cities, in spite of the rigors of Western New York winters, says this authority, and it is believed that with similar care they will succeed in other eastern grape districts as well.

"The successful production of European grapes in the east appears to depend chiefly on three things. First, protection of the vines against cold. Second, the use of root stocks that will insure freedom from the grape phylloxera. Third, proper spraying to control diseases and insect pests. The last two requirements are easily met, and vineyard operations may be modified in such a way as to give winter protection to the vines with little added cost. This is estimated to amount to two to three cents per vine in the Station vineyard.

"Whether or not European grapes will ever be grown commercially in the east re-

mains to be seen. It is entirely practical, however, to grow these excellent grapes in a small way for home use or even for local markets or the roadside stand. Information on cultural methods and on varieties will be supplied upon request."

Rural New Yorker says: "Shall we plant the Cortland apple? This is a larger question than many of us think. Everyone agrees that we have too many market varieties in cultivation. For future profit many of these varieties must be given up. It seems as if each section must concentrate upon the particular varieties which are best suited to soil and condition. As we know, New England did this with Baldwin, the West with Ben Davis and parts of New York with Spy. New adjustments must now be made. Many of us regard Cortland as the most promising new candidate. Shall we plant it freely or shall we hesitate and wait? Now we print on page 512 testimonials from several growers. These opinions are sincere and honest. They do not all agree in details, but in the essentials they are the same, namely, that the Cortland when properly handled is a high quality, McIntosh-type apple which prolongs McIntosh season, handles better than McIntosh, and hangs exceptionally well, while the tree is hardy and a regular and early bearer. It appears more promising than many varieties now being more widely advertised and more extensively grown. It seems especially suited to the sections in which McIntosh does well."

That British Nurserymen are paying attention to use of names of plants, is shown by the following in the Horticultural Journal: "Nurserymen are often perplexed by some of the common names of things asked for, and there is no better book of reference for the common names of plants than the Dictionary of English Plant Names, published by John Murray."

"Nursery trade in the north-central region will continue as a hand-to-mouth affair until the Federal government takes heed of the needs of agriculture as a basic industry."—Jewell Nursery Co., Lake City, Minn.

Dr. George G. Atwood Retires

Editor American Nurseryman:

Having reached the maximum age of retirement in the state service this 31st day of March, 1927, I am leaving my position as director of the Bureau of Plant Industry.

My chief regret consists of the suspension of active co-operation with my associates in the department, the inspectors in the field, and the various state and federal authorities engaged in collateral lines of work.

The hosts of acquaintances and friends made in the past twenty-nine years will always be cherished.

In passing my keys of responsibility over to Mr. B. D. Van Buren, who has been associated with the Bureau for twenty-five years, I ask for him the generous consideration and support I have always thankfully received.

GEO. G. ATWOOD.

Albany, N. Y.

Dr. Atwood was one of the first of the state entomological directors to co-operate fully with Nurserymen. He has held an attitude of sympathetic aid to those in the trade. He has been freely consulted by Nurserymen and has repeatedly attended their meetings upon invitation. He published the first list of state entomologists and horticultural inspectors of the country in connection with a summary of state inspection laws and this compilation was in much demand outside of as well as in New York State; the idea afterward being adopted by other state departments of inspection. The trade uniformly regrets Dr. Atwood's retirement.

Apples Cause \$8,000,000 Export Boost

The bumper apple crop of 1926 was chiefly responsible for increase of \$11,000,000 in the value of exports of fresh fruit from the United States, the Foodstuffs Division of the Department of Commerce announced April 1. Movement of boxed apples aboard increased more than \$2,000,000, while barreled apple exports totaled more than \$6,000,000 in excess of the movement in 1925.

Lewis Loetzer, formerly in charge of the Pennsylvania State Nursery near Chillisquaque has accepted a position as teacher in a school at Wilmington, Del. His successor, Thomas Bradley, of Belleville, has taken up his work at the Nursery.

Towson, Md., Nurseries have an additional tract of 80 acres.

PALMETTO PALMS

10" \$ 8.00 per 1000	18" \$14.00 per 1000
12" 10.00 per 1000	15" 16.00 per 1000
14" 12.00 per 1000	20" 18.00 per 1000
22" and 24" \$20.00 per 1000	

CABBAGE PALMETTO PALMS 30" up \$20.00 per 1000.

SPANISH MOSS, 10c per lb. FERNS, AIR PLANTS, WATER LILLIES, HYACINTHS, MAGNOLIAS, ETC. Write your wants. I will get you what you want. Above prices are cash with order. F. O. B. shipping point.

H. ROBINSON Box 955 Okeechobee, Fla.

THIS SPACE
\$5.60 PER MONTH

Under Yearly Term—Including publication

Twice a Month for the Single Rate

CHIEF EXPONENT OF THE NURSERY TRADE

PRACTICAL POINTERS ON CITY BEAUTIFICATION

By Jacob L. Crane, Consulting Engineer, at Illinois Nurserymen's Meeting

City beautification and improvement, as this address is entitled, I have limited to a discussion of largely planting in our city. In my opinion, there is no single factor in city beautification and city improvement as important as the plantations in a city, the vegetation in a city. Without this vegetation, even Paris would present a hard, barren picture.

One of the most famous American architects recently came back from Europe and in the course of a series of lectures which he was giving discussed the city of Paris, called it the most beautiful city in the world, and he went on to say that the city of Paris was dependent upon its great avenues, upon its magnificent public buildings, and its great public gardens, and the atmosphere of the town, but aside from all those things, and more important than any of them its beauty depended upon its trees and that without its trees Paris, like all other towns, would be a barren and unsatisfactory city, from the visual standpoint.

Visitors from all parts of the world come to this section of our country and from other sections of this country, in fact, and are amazed at the wealth of our vegetation and delight with it. If they are wise to this kind of thing they realize that that is probably the most important item in the beauty of our country towns and countryside and then we who go from this section of the country to California, say, or to other sections of the Southwest, miss the vegetation very seriously, and I think that no towns in those arid territories can be made beautiful in comparison with our towns and towns in sections where vegetation is rich, because of the lack of their trees and shrubs.

I just returned from a trip to Oklahoma where I visited a small city called Ponca City, built on the strength of an oil operation and built on an arid plateau with very little vegetation to begin with. The single individual largely responsible for this town has a hobby for trees and shrubs. They have planted their trees and their yards and their golf course and their parks, and in fact have arranged several very interesting and beautiful vistas through the plantations carefully designed, and planted as a result their town is utterly a contrast to the towns in their neighborhood in Oklahoma, it stands out as the beginning of a really beautiful town instead of a barren, stark town that is typical of Oklahoma.

So, in discussing city beautification, I think I might limit it to a discussion of city vegetation, city plantation, and city ordinance. That seems appropriate to me.

The first thing then that occurs to me in discussing that particular phase of the problem is the poor maintenance of trees in most parts of our towns. Some of our cities have city foresters and city forestry departments who look after and maintain the trees, but taking it by large our American towns are very far behind on maintenance of their street and trees and other plantations. The city of Chicago is becoming, in my opinion, one of the handsomest cities in the world, particularly along the lake shore, the lake front, with the lake front parks, public buildings, and so on; but most of Chicago, I think, will always appear to be an ugly, unkept city until a rigorous policy is put into effect for the planting and maintenance of street trees. This, of course, is not news to you. It does not need to be proven in this audience, certainly, but for the general public in a town like Chicago, I think it is very important. I think the average business man in Chicago has no conception at all of the importance to him of the vegetation in his town.

The same thing, of course, is true of nearly all of our rapidly industrial cities. Even where city foresters are employed they have usually too small an appropriation and too small a staff to do their work properly, and as a result most of our towns in comparison to maturely developed, maturely beautified towns, are still barren and ugly.

Now, there is a matter that has interested me lately in connection with city planning. That is the unified design of plantations for block lengths or street lengths in any given city. Most towns at the most plant their street trees. There are a few exceptions,

but most towns plant only their street trees, and take no consideration of the relationship between the front yards of the private properties and parkways, trees, and the tree plantations. I think there are very great possibilities, both for the landscape architects and for the Nurserymen in the designing of plantations throughout the lots' length and streets' length, say, in any town.

Lake Forest has got examples of that, and some of them are very beautiful. The Ravenswood Park district of the northwest side in Chicago was organized for that particular purpose, to plant and maintain trees and shrubs in the parkways, and in the yards, as a unified scheme, and the result, as you know, is very satisfactory. It is not easy to get the property owners of even one block to agree upon even the type of design let alone in the selection of the plants themselves. But I think that with more examples like Lake Forest and Ravenswood Park district coming along people will realize that possibility, and I think it should be emphasized in our discussion with laymen and the public in the matters of city vegetation.

Another item on that same question. The Nursery and the landscape architect ordinarily realizes the importance of the winter effect of plantations. The layman, I think, very often does not. Again this point, of course, is aimed at the public and not at this audience, because we certainly would agree upon it. But in our city beautification through the planting and maintenance of trees and shrubs, the winter effect has got to be given more consideration. I personally don't like evergreens. I think I stand alone, perhaps, in this whole audience in that regard. Evergreens, in my mind where they are not native, don't take the place of other winter effect. I much prefer the winter effects of color and protection and so on than I do the use of evergreens as substitutes. Of course the evergreen has a contrasting effect to the casual layman, much more effective perhaps than our deciduous shrubs and trees. But I still think that. Again I might refer to Lake Forest, where the winter effects frequently are very fine. Of course they have had good landscape architects working there for a number of years. That little place on Sheridan Road where the road dips into a hollow, the effect right now against the snow of the red and yellow barn, the shrubs planted there is, I think, very beautiful, and to my mind more beautiful than it would be if evergreens were attempted in that particular spot. Of course, I know that the evergreen costs a lot of money. That is one reason I am against it. As a matter of fact, I think it costs more than it sometimes is worth for any particular use.

Another point that I think our American public is still not well educated on is the matter of cutting trees. They have this old slogan: "Woodman, spare that tree." It seems to be saving a lot of trees that should have been cut. In many of our parks certainly a lot of trees might be cut out. The trees are now so thick that no shadow and no shade can be had, because the whole thing is shade, no effect of contrast between sunlight and shadow, between sunlight and shade. The result in my mind is not nearly as beautiful or nearly as good for the lawns nor for the growth of the trees, of course, as it would be if some of the trees were cut out. I think in that again the Nurseryman and architect has some obligation to help educate our public in the matter of setting out trees. I know of a corner lot where as long as the present owner owns the lot he will never let a tree be cut, and the trees are too thick. I think if half the trees were cut out the effect would be very much better, so far as appearance is concerned, and also better for the sake of the lawn and for the growth of the trees that were left. It is that kind of a question exactly that is involved in this idea of developing a unified design for trees between buildings and the pavement, taking yards, parkways—the whole thing into consideration.

Overplanting and planting of too much stock is certainly responsible for lots of

very bad landscape effects. In that respect, the Nurserymen are as responsible as anybody else, and I think in many cases more so. I think of one instance where a little eighteen-foot lawn strip around the inside of the fence outlining a playground area was planted with Lombardy poplars spaced 6 feet apart, an 18 foot strip. The 18 foot strip was intended to be used for lawn purposes, where the mother and baby could sit and play on the grass. As a result of this plantation the thing looked like a big curry-comb, couldn't be used for anything, and of course the trees themselves didn't do very well.

This is not new with you. You probably are razzing each other all the time on the same point, but Nurserymen certainly sometimes overplant. Of course, obviously, that is done to get rid of the stock; they sometimes do it where they think it is good design, but I think there are mistakes made in that direction, certainly.

I belong to the American Society of Landscape Architects because that field includes city planning, along with other things, but I have been interested in what seems to be a conflict between the landscape architects and Nurserymen, in some directions. I think the conflict is unfortunate and I really believe unnecessary. I have for a long time believed it would be a good idea to have some joint arrangement for association meetings. I think, to begin with, if the landscape society would have a meeting like this, where discussions are direct, as your are, that the meeting would amount to something.

The landscape architects, in my opinion, are to be criticised more than the Nurserymen, if anything, on the conflict between them. There are things I don't think I know nearly as much about as you fellows do, so I think for the good of the landscape architect society and the Nurserymen they should join, some joint arrangement for society meetings and discussions, would be very valuable, and that would serve at least in time, to ease the breach that seems to exist between them.

So I say that we ought to quarrel, not about such insignificant matters as who is a professional man and who is not, we ought to quarrel by all means about matters of design, about utilizing plants and material. Those questions are very important to us all. The success of the whole thing depends on the outcome of those. We ought to quarrel about design. I have only heard a little discussion here and that was almost purely business discussion. I presume most all discussions goes to business affairs, but if we could have a joint meeting of the landscape architects and the Nurserymen I think they would be given an opportunity to quarrel, not about our standing but about matters of design. Certainly landscape design is in its infancy in this country. We have this landscape style, informal style, which has been traditional with us now, and is accepted and recognized, as such, nobody quarrels about it much. It is a style that doesn't belong to us permanently, and seems to attach itself in the New England cities now because it has been used there so long, but I know we need development in our landscape design, and I think we could get a good deal out of it by devoting our attention to that rather than quarrels that don't amount to very much.

Robert Craig, Sr.

Robert Craig, Sr., pioneer in the florist industry, died at his home in Philadelphia March 13th, aged 80. He assisted J. C. Vaughan in the establishment of the American Florist, was president of the Society of American Florists in 1887 and had florist establishments at Norwood, Pa., and Green Cove Springs, Fla.

Trade Prices in Advertisements—There are but two Nursery Trade Journals. These are restricted closely to the trade. If Nurserymen confine the use of trade prices in their advertising to those journals and refrain from using trade prices in their advertisements in florist and other publications outside of the Nursery Trade, the problem would be solved.

E. P. BERNARDIN Parsons Wholesale Nurseries

PARSONS, KANSAS

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Specialties

Amoor River North Privet, 2 yr.,
2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlo Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

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Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

The F. E. SCHIFFERLI & SON NURSERIES

FREDONIA, NEW YORK

ESTABLISHED 1890

We offer for FALL and SPRING a very complete assortment of

Grape Vines, Currants and Gooseberries

In all grades. For thirty-six years we have made a specialty of growing these items, and with confidence unreservedly state:

"We KNOW How. Make Us Prove It."

We invite your inquiries.

SPECIAL PRICE

To Close Out the Balance of Our Surplus
JAPANESE BARBERRY SEEDLINGS

	1M	10-25M	25-50M
9-12"	\$12.00	\$10.00	\$ 8.00
6- 9"	7.00	6.00	5.00
4- 6"	6.00	5.00	4.00

Special prices on larger quantities. These seedlings are from our own strain, grown under irrigation and are first class. Packed free. Cash or reference from unknown trade.

Allendale Nurseries
Delaware, Ohio

SPECIAL SERVICE

—TO—
NURSERYMEN

In filling orders for—
Rhubarb Horseradish
Strawberry Asparagus
Extra Heavy 3-yr. Asparagus, \$5 M
Write For Wholesale List

W.W. THOMAS, Anna, Illinois
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American Bulb Company

Importers and Growers of

Dutch Bulbs, Cannas, Tuberoses, Gladioli,
Hardy Lilies, Manetti, Lily of Valley,
Sphagnum Moss.

Send For Free Catalogue.

6 Murray St., 183 N. Wabash Ave.,
New York City Chicago, Ill.

The Preferred Stock



ACTION!

There's lots of it now. The warm weather has brought in a flood of orders and Perk and I sure are stepping to get shipments out promptly—and we're doing it! (Perk's taken five pounds off his waist line already).

The assortment is still holding out in good shape—but I can't make any promises as to how long it will. Among the list we want especially to call your attention to our good supply of

Hybrid Tea Roses
Clematis Paniculata
Dutchman's Pipe

Boston Ivy
Hardy field-grown Phlox
Red-leaved Japanese Barberry
Ornamental Shrubs

Nurserymen who took my advice earlier in the season and got their orders in are sitting pretty in view of the early spring. And it's my opinion now that nurserymen who don't want to get caught with broken lots had better **ORDER BY WIRE!**

Saying which I'm rushing back to the shipping platform to help Perk toss boxes.

Hurriedly yours,

Jack

Jackson & Perkins Company
Wholesale Only
Newark, New York.

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Minnesota's New Fruit Trees
and Plants

Plums, Apples, Cherries, Gooseberries,
Mosaic-free Latham raspberry.

EVERGREEN SEEDLINGS

Colorado Blue Spruce, Mugo Pine, White Pine, Scotch Pine. My seedlings have an exceptionally good root system due to the favorable soil condition in my seed beds.

J. V. BAILEY'S NURSERY
Daytons Bluff Sta., St. Paul, Minn.

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Red or White, Plain or Printed
Sample Free.

OHIO NURSERY CO.

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We grow in large quantity for the trade especially Strawberry Plants, Blackberry

King, Cuthbert, Trans. and Suckers, Asparagus Root, Rhubarb Grape Vines, Currants. Also Cuttings of same.

Write for list and price.

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— RASPBERRIES —

Mosaic Free
Stock

The New Minnesota Red Raspberry that out-yields all others. Descriptive circular and price list on request.



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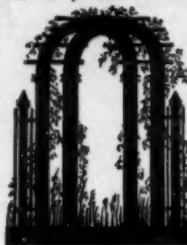
The Ideal Organic - HYPER-HUMUS

when mixed with chemical fertilizers prevents their burning the plant. It is an excellent base for a compost pile as it conserves the values in the manure. It is used with success by the leading growers.

1 100-lb. Bag, \$1.50; 4 100-lb Bags, \$5.00; 1 Ton in Bags, \$20.00

Write for prices on carload lots, bulk or bagged. FREE Booklet, "Soil Improvement."

HYPER-HUMUS COMPANY,
Dept. 26, Newton, N. J.



Hyper-Humus
TRADE MARK REGISTERED
Improves Any Soil



SPECIAL OFFER OUR NEW CIRCULAR PLATE BOOK

Is now completed and as a special inducement to introduce it we will mail a Sample Copy postpaid, upon receipt of \$1.50. It contains 94 leaves, with 164 colored illustrations, also short description on the back of each leaf.

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We also make up "COMPACT" and Loose Leaf Plate Books, Folios, Maps, etc., from our regular color prints.

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Large and Small Specimens
Hedging Suffruticosa and
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MAKE NO MISTAKE
Use Perfection Markers
Galvanized iron, black baked
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2x4 inches; stake 28 in. long.
Lasts ten times longer than
wood, and more satisfactory.

Manufactured by
THE S-W SUPPLY CO.
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Advertising for Nurserymen
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St. Clair, a New Golden Yellow Cling Peach. Wonderful size and color. Trees 75c each, 10 for \$5.00. L. F. Dintelmann, Belleville, Ill.

Champion Everbearing Strawberry Plants, \$7 per 1000. Progressive, \$7. Perfected Mastodon, the marvelous, new everbearer @ \$20 per 1000. Eldorado B. B. @ \$15 per 1000. Many other items. Write J. G. Prestage & Sons, Allegan, Mich.

Surplus peach in Dormant or June Buds.
10,000 Elberta, 3-4 ft., @ 53c
10,000 J. H. Hale, 3-4 ft., @ 53c
10,000 Elberta, 3-3 ft., @ 49c
10,000 J. H. Hale, 3-3 ft., @ 49c
Several thousand 18-24 in., @ 33c
Bells of Ga., and Krumwells, all grades.
3-5 ft. apple in whips @ 6c in Variety.
Samples on request.
Highland Nurseries, Smithville, Tenn.

Say you saw it in "American Nurseryman"

FOR SALE—Silver, Norway, Sugar maple 6-8 ft.; Sycamore maples 10-12 ft.; White Pine, Hemlock, Virginia Red Cedar 3-4 ft.; B&B; Pfitzer Juniper, Globe, Reddie, Pyramidalis arborvitae, Retinispora Plumosa, once transplanted 6-8 in.; Norway Spruce, Colo. Blue Spruce once transplanted 4-6 in.; White Pine, Hemlock, 6-12 in.; Globe, Douglas arborvitae 4-6 in.; Bakers Bloto, Jones Bloto, Pfitzer Juniper 4 in. Write for prices.
E. W. JONES NUR. CO., Woodlawn, Va.

Copper Wired Tree Labels (Painted)

Delivered anywhere in the United States, parcel post prepaid \$2.10 per thousand. Cash with order. Write for special quantity discounts.

General Novelty Corp., 601 Union St.
Fred Gust, Sales Mgr. SEATTLE, WASH.

KINKADE GARDEN TRACTOR and Power Lawnmower

A Practical Proven Power Cultivator for Gardeners, Suburbanites, Truckers, Florists, Nurserymen, Fruit Growers, Country Estates and Poultrymen.
AMERICAN FARM MACHINE CO.
1009 22nd Ave., S. E., Minneapolis, Minn.



Nursery Stock For Lining Out

Well rooted cuttings—One Year

Per 1000

Deutzia Gracilis	\$35.00
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Hydrangea P. G.	35.00
Spirea Anthony Waterer	35.00
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Viburnum Opulus Sterilis	40.00

TWO YEAR OLDS

Hydrangea P. G.	\$50.00
Viburnum Americana	45.00
Viburnum Opulus	50.00

Send for our complete list of lining out trees, shrubs and evergreens.

Onarga Nursery Co.

Cultra Bros., Mgrs. Onarga, Ill.

Pecan Trees Are Our Specialty

Over 100,000 high grade, clean, thrifty, stake-trained pecans each year. 150 acres in Pecan Nursery. Also have SATSUMA ORANGE trees on C. T. stock.

Simpson Nursery Co.

Monticello, Fla. Established 1902

Bolling Farms Nurseries Growers

**ORNAMENTAL SHRUBS,
BROAD LEAVED EVERGREENS,
PRIVET, VINES, POPLARS,
ARBORVITAE**

And other conifers.

Catalog and list of our offerings will be sent upon request.

Bolling, Alabama, Dept. B

COMMERCIAL NURSERY COMPANY

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Contract
58 Cents Per Week
Less Than Yearly: \$2.80 Per Month

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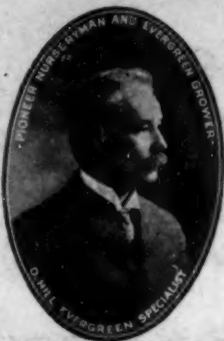
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6 to 8 inch x Once Transplanted	15c	14c	Jack Pine (Pinus banksiana)		
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4 to 6 inch x Once Transplanted	10c	9c	4 to 6 inch x Once Transplanted	15c	
Nikko Fir (Abies homolepis) (Brachyphylla)			Large Swiss Pine (Pinus montana uncinata)		
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2 to 4 inch x Once Transplanted	15c	14c	Hill's Mugho Pine (Pinus mughus)		
Veitch Fir Abies veitchii			4 to 6 inch x Once Transplanted	12c	11c
4 to 6 inch x Once Transplanted	8c	7c	6 to 8 inch x Once Transplanted	15c	14c
Chamaecyparis platyphloia plumosa			Austrian Pine (Pinus nigra)		
4 to 6 inch x Once Transplanted	8c	61c	4 to 6 inch o 2 yr.	4c	3c
Chamaecyparis platyphloia aurea			4 to 6 inch x Once Transplanted	7c	6c
4 to 6 inch x Once Transplanted	8c	71c	Ponderosa Pine (Pinus ponderosa scopulorum)		
Chamaecyparis squarrosa veitchii			4 to 6 inch o 2 yr.	3c	2c
4 to 6 inch x Once Transplanted	8c	71c	8 to 10 inch xx Twice Transplanted	15c	
Chinese Juniper (Juniperus chinensis)			Red or Norway Pine (Pinus resinosa)		
6 to 8 inch o 2 yr.	81c	71c	4 to 6 inch o 2 yr.	5c	4c
English or Common Juniper (Juniperus communis)			White Pine (Pinus strobus)		
6 to 8 inch o 2 yr.	51c	4c	4 to 6 inch o 2 yr.	3c	2c
Prostrate Juniper (Junip. communis depressa)			Scotch Pine (Pinus sylvestris)		
6 to 8 inch o 2 yr.	71c	61c	6 to 8 inch o 2 yr.	21c	11c
Juniperus communis depressa aurea			4 to 6 inch x Once Transplanted	7c	6c
2" Pots x Once Transplanted	20c		Golden Larch (Pseudolarix kaempferi)		
Juniperus communis depressa plumosa			4 to 6 inch o 2 yr.	5c	4c
6 to 8 inch x Once Transplanted	30c		6 to 8 inch x Once Transplanted	7c	6c
Irish Juniper (Juniperus communis hibernica)			American Yew (Taxus canadensis)		
8 to 10 inch x Once Transplanted	15c	14c	6 to 8 inch x Once Transplanted	11c	9c
Svedish Juniper (Juniperus communis svedica)			8 to 10 inch x Once Transplanted	15c	
2" Pots x Once Transplanted	15c	14c	10 to 12 inch xx Twice Transplanted	20c	
Spiny Greek Juniper (Juniperus excelsa stricta)			Japanese Yew (Taxus cuspidata)		
6 to 8 inch x Once Transplanted	35c	28c	3 to 4 inch o 2 yr.	10c	9c
Hill's Waukegan Juniper			8 to 10 inch xx Twice Transplanted	40c	
8 to 10 inch x Once Transplanted	35c	28c	Dwarf Japanese Yew (Taxus cuspidata nana)		
Japanese Juniper (Juniperus japonica) (Procumbens)			4 to 6 inch x Once Transplanted	25c	23c
8 to 10 inch x Once Transplanted	40c	32c	Taxus cuspidata nana compacta		
Savilla Juniper (Juniperus sabina)			4 to 6 inch x Once Transplanted	20c	
2" Pots x Once Transplanted	18c	16c	American Arborvitae (Thuja occidentalis)		
6 to 10 inch x Once Transplanted	30c	28c	6 to 8 inch x Once Transplanted	6c	5c
Juniperus sabina tamariscifolia			10 to 12 inch xx Twice Transplanted	15c	14c
2" Pots x Once Transplanted	18c		12 to 15 inch xx Twice Transplanted	20c	19c
6 to 8 inch x Once Transplanted	35c	30c	Douglas Golden Arborvitae		
Hill's Silver Juniper (Juniperus scopulorum)			6 to 8 inch x Once Transplanted	15c	14c
4 to 6 inch o 2 yr.	8c	7c	Douglas Pyramidal Arborvitae		
Redcedar (Juniperus virginiana)			6 to 8 inch x Once Transplanted	15c	14c
4 to 6 inch o 2 yr.	7c	6c	Globe Arborvitae (Thuja occidentalis lobosa)		
8 to 10 inch o 2 yr.	81c	71c	2" Pots x Once Transplanted	12c	10c
Silver Redcedar (Juniperus virginiana glauca)			6 inch x Once Transplanted	15c	14c
8 to 10 inch Grafts, 31" Pots	45c		Heavy Arborvitae (Thuja occidentalis heavy)		
Hill's Pyramidal Juniper			2" Pots x Once Transplanted	12c	
4 to 6 inch x Once Transplanted	15c	21c	6 to 8 inch x Once Transplanted	15c	14c
European Larch (Larix europea)			10 to 12 inch xx Twice Transplanted	20c	19c
8 to 10 inch o 2 yr.	31c		Little Gem Arborvitae		
Japanese Spruce (Pachysandra terminalis)			3 to 4 inch x Once Transplanted	8c	7c
Rooted Cuttings 1 yr.	4c	3c	Peabody's Arborvitae (Thuja occidentalis lutea)		
6 to 8 inch x Once Transplanted	6c	41c	2 inch x Once Transplanted	20c	19c
White Spruce (Picea canadensis)			Hill's Pyramidal Arborvitae		
6 to 8 inch o 2 yr.	41c	31c	2" Pots x Once Transplanted	12c	9c
8 to 10 inch o 3 yr.	51c	41c	6 to 8 inch x Once Transplanted	15c	14c
8 to 10 inch x Once Transplanted	11c	10c	Siberian Arborvitae		
10 to 12 inch xx Twice Transplanted	25c		2" Pots x Once Transplanted	12c	14c
Black Hill Spruce (Picea canadensis albertiana)			6 inch x Once Transplanted	16c	14c
4 to 6 inch o 2 yr.	4c	3c	Woodward Arborvitae (Thuja occidentalis woodwardi)		
Norway Spruce (Picea excelsa)			6 inch x Once Transplanted	16c	14c
4 to 6 inch o 2 yr.	21c	11c	Canada Hemlock (Tsuga canadensis)		
8 to 10 inch x Once Transplanted	10c	9c	4 to 6 inch x Once Transplanted	131c	12c
10 to 12 inch xx Twice Transplanted	15c	14c	12 to 15 inch xx Twice Transplanted	45c	
Picea excelsa nidiformis					
4 to 6 inch xxx Three Times Transplanted	50c				

o indicates seedlings. x indicates one transplanting

Seedlings sold in multiples of 50, once transplanted sizes sold in bundles of 25.
50 of same variety and size at the 100 rate, 500 at the 1,000 rate.
1927 wholesale catalog sent on request to the trade.
Please use business stationery to avoid delay. Descriptive catalog containing 25 pictures in colors is now ready. Mailed free to the trade.

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